

THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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THE MEAT AGITATION.

The meat agitation continued this week—in the newspapers and among politicians looking for notoriety or seeking to bolster shaky political fences. The public generally is manifesting a waning interest in the subject, and it takes frantic endeavors of the sensation-mongers to keep up the excitement. When they can find no legitimate ground for a sensational story they calmly invent one—and the imagined account is always more thrilling than anything that might actually happen in real life—which is the way with all fiction.

Various official and semi-official investigations are going on at various points, some aimed at the meat trade, others at the cold storage industry, and others on the question of high prices generally. In Chicago a federal grand jury is concluding its investigation of the National Packing Company, in an endeavor to define the exact legal status of that company under the Federal law. The hearing has proceeded tamely and of course in secret. The newspapers in their frantic endeavors to "make a story" out of it every day have published some of the most ridiculous accounts yet offered for the edification of readers. To those in the trade their reports of the doings and alleged sayings of various individuals have been highly humorous; that is, to all except the victims of this fictional publicity.

Meanwhile, Lent is here and trade is naturally quiet as a result of the season. The workings of the law of supply and demand continue in their natural order, affected momentarily by agitation, but generally shaping their courses as if no such thing as "yellow" newspapers existed.

HIGH PRICES AND GRAIN CORNERS.

St. Louis, Feb. 4, 1910.

Editor The National Provisioner:

I am a reader of your paper and I am interested in the discussion of meat prices. I know it is a hard problem to solve, or where to place the blame. I feel satisfied in my own mind that the cornering of the market on corn and other feedstuffs is to be blamed for the high prices more than anything else that I can think of. If one man makes three or four million dollars on corn and another two or three million dollars on wheat, and the consumer has to pay it all back again, why that stands to reason that foodstuffs will be high, and will continue to be as long as these conditions exist.

Respectfully,

A READER

WHAT GERMAN AGREEMENT MEANS.

The completion of a tariff agreement between the United States and Germany, by which each country grants the other her minimum tariff rates, was announced in the last issue of The National Provisioner. It was stated at that time that the questions chiefly interesting our meat trade were left unsettled. The tariff concessions amount to but little to our meat exporters. The difficulties connected with German inspection and other administrative regulations imposed for the purpose of shutting out American meat products remain to be taken up at a later time. We have secured the promise of the German government to abandon her demand for microscopic pork inspection by our government, but she still retains the privilege of imposing any inspection restrictions of her own she may desire.

In the following statement from Washington to The National Provisioner the nature and effect of the German agreement promulgated this week is outlined so far as it affects our meat trade:

"We are to enjoy the benefits of the entire conventional tariff of the German Empire instead of that portion of it extended to us under the commercial agreement just expired. This is regarded in Washington by those who have had to do with the negotiations as a decidedly favorable outcome.

"In the second place the German government agrees to waive her requirement as to the microscopic inspection of pork meats from the United States.

"An effort was made to secure the admission of live cattle for compulsory slaughter, but there were so many questions involved in this requiring investigation at the hands of the German authorities that it turned out to be impossible to reach any definite understanding in reference to that prior to the expiration of the agreement just mentioned, and it was, of course, of the highest importance to our commercial interests generally that the main tariff question be adjusted, if possible, by Feb. 7.

"So far as the exclusion of dressed beef and canned meats is concerned, the German regulations upon these points are general in their character, applying to all countries alike, and therefore cannot be held by our government to be 'undue discrimination' within the meaning of section 2 of the new tariff act. However, the Administration is said to be keenly alive to the importance of these subjects, and it is said will endeavor to have them considered in connection with the inquiry to be made as to the cattle traffic. Had we not first secured the entire minimum tariff rates it would have been idle to seek to obtain further modification of the meat and cattle regulations.

"Another point of interest to the trade is the fact that under the new arrangement oleomargarine secures a lower rate than has heretofore been paid upon it."

TO INVESTIGATE COST OF LIVING.

The United States Senate plan for an investigation of the cost of living was put through this week after a compromise between advocates of various plans. A committee of seven Senators will conduct the investigation, with Senator Lodge of Massachusetts probably as chairman. The committee created by the resolution will have power to summon witnesses, take testimony, employ experts, send for persons and papers, etc.

The inquiry is to cover the increased cost of living since 1900, and special attention is to be given to wages, salaries and earning, and whether the increase in them has kept pace with the increase in cost of living. Increased prices of such articles as meat, grain, provisions, rents, cotton, wool, clothing, lumber, coal, oil, iron, brick and cement are to be investigated, and a report is to be made on the price to the producer, the wholesaler or jobber, the retailer and the consumer. The cost of the production and distribution of these articles is to be investigated, and special attention given to the prices of food products on the farm, their wholesale prices at the trade centers, and their retail prices in the larger cities, with a comparative statement showing what the investigators believe to be the cost of production on the farm.

The committee is further authorized to submit a report with suitable recommendations for action by Congress as to whether "such articles have been increased in price by reason of the increased production of gold throughout the world and the expansion of the currency of the United States, or by the tariff, or by other legislation by Congress, or by any monopoly, combination or conspiracy to control, regulate or restrain interstate or foreign commerce in the supply, distribution or sale of such articles."

MEAT SUPPLIES LOWEST SINCE 1904.

In confirmation of the declarations made in the columns of The National Provisioner that meat supplies are decreasing as population increases, the natural result being higher prices, comes this week the government review of livestock receipts for 1909. It shows that live stock receipts for the year 1909 at seven leading interior markets of the United States, 39,545,725 head, were the lowest since 1904.

Reports to the Bureau of Statistics of the Department of Commerce and Labor indicate that the receipts of hogs at these markets which during each of the four prior years

had been in excess of 19 million head, totaling 22,863,701 head for the year 1908, fell to 18,834,641 head in 1909.

The cattle receipts for the year, 9,189,312 head, while comparing favorably with the total for the previous year, 8,827,360 head, were below the like totals for each of the years 1905, 1906 and 1907.

The annual receipts of calves, 871,472 head, exceeded like totals for each of the preceding four years.

The 1909 arrivals of sheep, 10,284,905 head, while in excess of like totals for the two preceding years show a smaller total than the figures for 1905 and 1907. Besides average weights were less and quality poorer.

The shortage, as compared with the 1908 figures, in the supply of hogs does not affect particularly any one of the markets considered. As compared with 1908 figures, receipts at Chicago, 7,033,847 head, show an absolute decrease of 1,627,074 head, or a decline of 19 per cent.; those at Kansas City, 3,092,835 head, a minus 622,274 head, or a decline of 17 per cent.; those at Omaha, an absolute decrease of 289,358 head and a relative decline of 12 per cent. The largest per cent. decrease is shown in the receipts of hogs at St. Joseph, the 1909 figures, 1,693,831 head, being 28 per cent. below those reported the year before. The 1909 receipts of hogs at St. Louis, 3,076,065 head, show a relatively small decline of less than 4 per cent from the 1908 total.

While the total number of cattle receipts at the seven primary markets was larger than the year before, the 1909 receipts of cattle at Chicago, 2,929,805 head, for the first time since 1902, fell below three millions, constituting less than 32 per cent. of the total receipts at the seven primary markets, as compared with nearly 36 per cent., the average proportion for the preceding five years. Of the annual receipts of sheep at the same markets almost 43 per cent. is credited to Chicago, though this percentage was slightly below the corresponding average for the preceding five year period. Of the total annual receipts of calves at five primary markets, over 80 per cent. was credited to Chicago and Kansas City, the importance of the latter market apparently growing at the expense of Chicago.

The volume of traffic caused by the inbound live stock movement is best measured by the number of loaded live-stock cars received at the seven markets in question; while this number is partially estimated and, therefore, not absolutely accurate, a comparison of the 1909 total of 708,210 cars with those for the earlier years indicates a decrease in the supply since 1904, the 1909 figures being more than 4 per cent. below the average for the preceding five years.

The annual aggregate shipments of packinghouse products from Chicago, 2,151,663,713 pounds, were below those reported for any of the five previous years. All the items comprised in the grand total, with the exception of pickled beef and pork, show large declines as compared with the figures for the earlier years. The largest relative losses since 1905 appear under the head of canned meats, the loss amounting to about 70 per cent., and of lard, the shipments of which declined about 33 per cent. since that year.

The stocks of meat, as reported for the five

principal packing centers at the end of the year, 135,437,505 pounds, were below like figures reported under the same dates in each of the last five years.

The 1909 receipts of live stock at four principal Atlantic seaboard cities were 9,240,748 head, compared with 9,848,519 head in 1908 and 8,782,383 head reported for the year 1907. Of the total reported, 1,140,170 head were cattle; 4,037,101 hogs; 3,418,574 sheep; and 644,903 calves. The number of calves and sheep received during the year show increases over like receipts in 1908 and 1907. The receipts of cattle show a slight decrease as compared with like figures for the last two years; the receipts of hogs show a large decline and were the lowest on record since 1908.

HEAVY LOSS IN MEAT EXPORTS.

Preliminary figures of meat exports for January show a heavy decrease compared to January, 1909, which itself was a very poor showing compared to two years ago. Exports of meat and dairy products for January,

1910, were 3¼ million dollars less than a year ago. For the seven months of the fiscal year ending with January the loss was 18 million dollars as compared to a similar period of the previous year.

For January the total value of exports of meat and dairy products is given as \$10,361,663, compared to \$13,579,756 a year ago. For the seven months the total is \$67,168,775, compared to \$85,274,721 a year ago. Exports of meat animals for January were \$1,490,054, compared to \$1,731,219 a year ago. For the seven months the total was \$9,093,220, compared to \$11,205,667 a year ago.

MORRIS BUYS BIG RANCH.

For a consideration of \$700,000 Edward Morris, head of Morris & Company, has bought the T. O. Ranch in Mexico, consisting of 2,250,000 acres, together with 20,000 head of cattle. The T. O. ranch, which was owned by Dr. W. S. Woods, of Kansas City, is seventy-five miles southeast of El Paso, directly opposite Sierra Blanca, Texas, and it extends for miles along the Rio Grande.

HOW A MUNICIPAL ABATTOIR IS OPERATED

Description of Successful Method of a Texas City

By ED. H. MCCUISTON, Mayor of Paris, Texas.

[EDITOR'S NOTE.—The National Provisioner has received many inquiries from various parts of the country concerning the operation of municipal abattoirs. There are a number in operation in the United States, mostly conducted by private enterprise under municipal direction. That at Paris, Texas, however, is operated directly by the city on a novel plan. The Mayor of Paris has written for the readers of The National Provisioner a description of this abattoir and the plan of operation. It will be read with interest by those concerned on this point, as well as by the trade in localities where municipal abattoirs are not commercially feasible.]

The city of Paris began the operation of a municipal abattoir on the first day of December, 1909, and we are delighted both with the services rendered and the plan which we are pursuing. Our plant consists of an abattoir and cold storage house, which in height is two stories; also a reduction plant, which is operated with the same machinery and under the same roof, but in different departments.

Our plan is that all animals slaughtered for the local markets shall be brought to the municipal plant, and there undergo first a live inspection by a thoroughly competent inspector, after which they are slaughtered and then undergo the dead inspection. The rules governing the inspection are the same as observed by inspectors of the National government in the packing plants of the country.

After the second inspection all carcasses pass into a chill room on overhead trolleys, where the temperature stands at 40 degs. Fahr., remaining there twelve hours, and are then moved into the refrigerating room proper, where the temperature is maintained at about 30 degs. Fahr.

Immediately after an animal is slaughtered the offal is taken in tubs by a pulley up to the second story, and then by an overhead trolley into the reduction department, and is dumped into the reduction plant.

The chill room, cold storage, and, indeed, all floors, except in the boiler room, are of concrete, and the entire building is constructed with special reference to perfect sanitation. Water hydrants are everywhere.

Concrete floors are laid to grade, which enables them to be washed and drained properly and perfectly. All water from the washing of floors or walls goes out through bell traps, which are water-sealed, into a nearby septic tank. All condensation and wash water when the floors are washed in the refrigerating room are likewise promptly trapped out.

The products of our reduction plant are tallow and tankage. The odors from the reduction plant which are not condensed and trapped into the sewers go under the firebox of the boiler and are consumed there.

We charge for inspection, slaughtering and delivering on the hook in the butcher shop the sum of \$1.25 for each beef, and 75 cents for each hog, calf, sheep and goat carcass. These charges also include five days' refrigeration. Refrigeration in excess of five days is charged for at the rate of 10 cents per day per carcass.

In the arrangement at our abattoir every butcher has his own stock pens, and they are required to deliver all animals to them. We then inspect, slaughter and place in cold storage, and deliver for the price above stated.

The type of our reduction plant is such that after a charge is placed in it and this hermetically sealed it is not opened until the finished products are taken off in a condition that they are practically odorless.

We have never undertaken any enterprise which has commended itself to our people as strongly as our abattoir and reduction plant. When we undertook to vote the bonds for it there was quite a good deal of opposition among all our people. Both the plan and the plan were considered impractical and visionary, but there is not now, so far as I have been able to hear since we began operation, a single dissenting voice, and our people appreciate it more than any improvement we have ever undertaken.

TELL HIM FACTS ABOUT OLEO

When Consumer Learns Truth Battle Will Be Won

The campaign of enlightenment on the oleomargarine question which The National Provisioner has been conducting among trade interests, urging them especially to educate the consumer to a knowledge of the facts, has aroused widespread attention throughout the country, both North and South. It may be said with truth that The National Provisioner has taken the lead in this matter, a lead which has been followed by other periodicals and by the daily press. This crusade, aided by the artificially high butter prices, has had a rapid spread and has made the question a foremost one.

That the butter interests are alarmed is everywhere manifest. Last week's remarkable drop in butter prices—by order of the price-fixing butter board at Elgin, Ill., is an indication of the extremes to which they have been driven by the fear that they may lose their monopoly through too much public agitation. The law of supply and demand held up meat prices in the face of the food agitation, because livestock prices compelled it. But butter took a remarkable tumble when the butter interests found they had pushed a good thing too far. The logic of events proved that meat prices were not artificially maintained, while butter prices were—and by a federal law which taxes a competing food product for that very purpose. The butter interests realize the situation and are frantically "hedging."

As The National Provisioner has already said, the butter interests are in their last ditch. It is only by holding the club of the "farmer vote" over the heads of legislators at Washington that they hope to escape the loss of their government-granted monopoly of the market. It is even possible that, with the public enlightened as to the true facts, this club will be ineffective. The following letter, received this week by The National Provisioner from the chairman of the Legislative Committee of the Inter-State Cottonseed Crushers' Association, sets forth the situation very clearly. Mr. Culbertson is one of the leading business men of the South, recognized everywhere as clear-headed, conservative and successful. His words carry weight wherever he is known. He says:

Appeal to American Citizens for Fair Play.

Paris, Tex., Jan. 31, 1910.

Editor The National Provisioner.

I am glad to note the active interest you are taking in the oleomargarine matter, and the strong editorials that appear in your columns. They are full of meat for reflection, and certainly should appeal for the fair play that the average American citizen so much boasts of.

The proposition has gotten down to what seems to me to be a political question, and I am sorry to say that in some issues of this sort political feeling or action takes the place of principle. I feel that there is not one fair-minded legislator, be he Republican or Democrat, but that would candidly admit the gross injustice of this tax, were a clear exposition of our cause set before him. It has been my experience that the average legislator is fair minded and honest, but his political interests have caused the side-tracking of his principles more than any other factor.

While this may be politics, it certainly is not justice. I appreciate that the constituency that he represents should be served and protected, but when this is done at the expense of right, I do not consider that he is doing his full duty to himself or to his country at large.

The primary object of taxes was to create revenue. I think that it has been conclusively shown that the revenue derived from the tax on oleomargarine has amounted to practically nothing during the past few years. It is admitted by the Secretary of the Treasury and the Commissioner of Internal Revenue that the cost of the enforcement of the present law has been more than the revenue derived therefrom, so that the article as a revenue producer might be considered to be a failure.

If this be the case, and the article is entitled to be manufactured at all, then it seems to me that it would be better to permit its unrestricted manufacture and its sale for just what it is. The Burleson bill, it seems to me, covers the exigencies of the situation that the dairy people would have themselves believe stand in the way of the article they manufacture, butter.

If the countries of Europe are able to manufacture and sell this article in competition with butter, and to give to the poorer classes a healthful and wholesome substitute, without tax under their laws, why cannot we (with quite as much experience in legislation as they) do the same?

If England, which fosters the products manufactured by her colonies, is able to supply her working class with a cheap and wholesome substitute for butter, which she is doing, why cannot we?

It is a deplorable situation that in this country, where above all others we boast of our rights and liberties, that the mass of the people are being subjected to a tax on an article of daily food consumption, that is so utterly at variance with the principles enunciated by the Administration when it has declared its purpose not to tax the necessities of the poor.

Tell the Truth to Victimized Consumers.

I feel that a "Campaign of Enlightenment" should be inaugurated to make known the truth of this question to the masses of humanity who are the sufferers. They little know just why they should be compelled to pay the high prices for the necessities of life. They know less why there should be exacted the present exorbitant price for butter.

They are not aware that a substitute for this article is at hand that at once furnishes them a healthful and wholesome composition that takes the place of butter, and that could be put in their hands at less than half the price. They little know why this article that they use as a substitute is costing them the present price. If they did, we should have such a sound of protest over this country that would create a sentiment which no legislator would dare to disregard.

To my mind, those that are most interested in this question are not the manufacturers of oleomargarine, nor the cattle raiser, nor the manufacturer of cottonseed oil—but the mass of the people that are being taxed daily on something that they should be as free to use without such burden as their daily bread.

This should be a campaign of enlightenment to those that are suffering from the iniquities of legislation—soon, we hope, to be repealed—of enlightenment to those honest minds that have it in their power to right this great wrong, of enlightenment to those in whom political favor is paramount to principle. And with such enlightenment, and on the merits of the question, we believe that this monstrous injustice will be corrected.

Very sincerely,

J. J. CULBERTSON.

AN IMPENDING BEEF SCARCITY.

Had anyone ventured to forecast the current hog shortage two years ago ridicule would have greeted him. Decreased supply oracles have not been in good repute and the productive capacity of the country was, until recently, regarded as unlimited. Far-sighted people prophesied hog scarcity, but failed to

gain credence. When their forecasts were verified, surprise was of genuine character, the forecast having been forgotten.

Supply students are now promising repetition in cattle of what has happened in hogs, and one has but to survey the bovine procession ambling shambleward to realize that a drag-netting process is in progress. Fortuitous circumstances have made it a drastic one. The claim has been advanced that cattle supply shows no conspicuous diminution, but character exhibits such marked deterioration and weight is so deficient as to make argument as to the disposition of statistics to prevaricate unnecessary. The same infallible heralds of shortage that blew such stentorian blasts in hogdom are even now announcing what is to happen in cattle circles. The present drain on supply resources cannot continue indefinitely and is, in the nature of things, merely a prelude to the period when abstinence from beef eating, now a mere fad, will be imperative with many, partially at least.

With partially empty feed lots in Texas, corn belt feed lots being depleted with feverish haste, the process being delayed only by ear scarcity, and a mid-winter movement of hay-fed cattle from the range and mountain country, a series of bare cattle markets is logical. For weeks past stockers have been going to the butcher and the proportion of steers selling below \$5 has been conspicuous. This means premature marketing and spells close-at-hand scarcity. Distillery feeding is light and the between-hay-and-grass period of 1910 at the cattle market is likely to witness spectacular pyrotechnical displays. The visible supply of mutton is small and when this, coupled with impending beef scarcity and the shortest crop of hogs the trade has ever seen, demand considered, becomes effective, something will happen.

Creating a hog shortage was a less tedious process than liquidating cattle; doubtless more time will be needed to restore beef production to normal proportions than in the case of pork. A crop of pigs can be raised in a few months, but with the West denuded of breeding cattle, how will corn belt feed lots be replenished? Only those who are scouring the Southwest for cattle to move to Oklahoma and Kansas pastures next spring know how scarce the cattle of commerce are. —Live Stock World.

OKLAHOMA AS A PACKING CENTER.

The latest development in packing operations tending to establish a big central packing point is at Oklahoma City, Okla. As has already been reported by The National Provisioner, various packing enterprises have been established in that neighborhood of more or less magnitude. Recently work was commenced upon a plant for Morris & Company which is to be one of the most important in their chain of big plants. This week comes the announcement that Oklahoma City interests have signed a contract with the Schwarzschild & Sulzberger Company, by which that company is to put in a big plant at that place, provided a cash bonus of \$300,000 is raised. It is known that the S. & S. Company has been considering this Southwestern field for a long time, and that it will put up one of its largest and most complete plants in that section.

TRADE GLEANINGS

W. A. Everett contemplates establishing a cottonseed oil mill at Rockingham, N. C.

Armour & Company will erect a cold storage house costing \$30,000 at Hattiesburg, Miss.

The Cal-Mortimer Company has completed its new \$50,000 fertilizer plant near Belfast, Me.

T. B. Gibson will not establish a cottonseed oil mill at Chester, S. C., as was reported recently.

The seed house at the plant of the Southern Cotton Oil Company, Union Springs, Ala., has been damaged by fire.

The Hubbard Fertilizer Company, Baltimore, Md., will erect a storage house at Canton, Baltimore, to cost \$5,000.

Swift & Company have plans completed for the erection of a branch plant at Richmond, Va., the buildings to cost \$30,000.

Schwarzschild & Sulzberger and the John Morrell Companies' branch houses at Memphis, Tenn., have been damaged by fire.

J. C. Bryant, P. G. Prince and others have incorporated the Harry Cotton Oil Company, Harry, S. C., with a capital stock of \$40,000.

Schwarzschild & Sulzberger Company has signed a conditional contract to establish a packing plant at Oklahoma City, Okla., costing \$3,000,000.

The Kentucky Packing Company, Louisville, Ky., will install ice and cold storage machinery at its plant, Floyd and N streets, costing \$100,000.

The Bourbon Stock Yards Company, Louisville, Ky., has purchased a plot of three acres on Beargrass Creek, and will erect cattle pens, barns, sheds, etc.

The recently organized Arey Oil and Fertilizer Company, Salisbury, N. C., will erect a three-press cotton oil mill. Contract for machinery to be let on Feb. 22.

The Brighton Abattoir and plant of the Bowker Fertilizer Company was badly dam-

aged and the building occupied by the New England Rendering Company, Brighton, Mass., was destroyed by fire on Feb. 9.

The Chicago Fertilizer and Chemical Works, Chicago, Ill., has been incorporated with a capital stock of \$50,000, to engage in the live stock, slaughtering and packing business, by B. H. Smith, F. M. Hughson and E. M. Harman.

M. B. Wells and associates of Salem, Ill., representing the Big Four Packing Company, have signed a contract with the Shawnee, Okla., Chamber of Commerce to construct a packing house here, with a capacity of 2,400 cattle and 4,800 hogs daily, and a union stock yards. The city gives a bonus of \$225,000.

A PACKER ON HIGH PRICES.

From away out in Montana comes some talk on high prices which is very much to the point. M. M. Henniger, president of the Helena Packing and Provision Company, one of the big independent concerns of the Northwest, has this to say on the subject:

"As a matter of fact, who is getting the benefit from the high prices? The producers are the persons. A farmer sells a hog at 9 cents a pound, or a beef at 5½ cents a pound. Figures prove that a hog may be fattened at, say, 4 cents. He sells it for 9 cents. Who makes the money? Half a beef's weight is lost in the dressing. Yet does anyone attempt to declare, in fairness, that an unreasonable profit is made under present ruling prices when it is realized that the cost of the meat dressed to the butcher is twice 5½, or 11 cents a pound on an average? And yet beef steers are being refused us in this very county at 5½ cents a pound on the hoof.

"Simmered down to the true facts, it will be found that the people are too prosperous or have exalted ideas. The Constitution of

the United States says that all persons are equal. A millionaire wants a porterhouse steak every day. The poor man wants the same, and it cannot be denied that the present generation is not satisfied to eat the same food and wear the same clothes that its forefathers had. The poor man wants everything the millionaire has, and in most cases they get it, and then because they live beyond their income, complain at an inability to get ahead, and blame the trusts. The campaign of education recently started for the consumption of more round steaks, beef steaks and the like, in preference to porterhouse steaks, has the ring of true merit and should be agitated."

PRODUCTS IN COLD STORAGE.

In a statement issued this week Albert M. Read, of Washington, D. C., secretary of the American Warehousemen's Association, shows that foodstuffs are not being hoarded in the cold storage plants and that no attempts are being made by warehousemen to conceal the quantities they have on hand. Mr. Read declared that the butter and eggs stored in twenty of the cold storage plants in the association belonged to 2,446 different persons, or firms, which, he says, indicates there would be great difficulty in cornering those products.

Mr. Read's statements of the products in storage in thirty of the houses show 15,000,000 pounds of butter in storage February 1, 1910, as against 23,000,000 pounds February 1, 1909. There are, however, 134,000 more cases of eggs in storage this year than at February 1, 1909. According to Mr. Read's figures, there were more than 500,000 cases of eggs in storage January 1, and there were but 183,000 there February 1, showing that more than 400,000 cases were taken out of storage during January.

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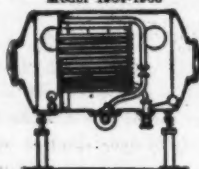
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WHAT NEXT?

Official statistics and undeniable facts and figures having disproved the claims of sensational newspapers that the meat trade has artificially maintained meat prices, these organs are now driven back to the indefinite and hazy charge that packers control and regulate the shipment of livestock to market, and through that means control prices. Everyone connected with the livestock and meat industries knows how foolish is such a statement, but the newspapers persist in it, presumably because they have no stronger ground upon which to continue their assaults upon the packinghouse trade. Their ignorance of the simplest facts concerning the production, manufacture and marketing of meat products is only equalled by their cupidity in attacking an industry whose chief sin appears to be that it is one of the best-conducted and most successful in the country.

COLD STORAGE AND PRICES

We are told that cold storage of food products is responsible for high prices, and that we have but to abolish or reduce this trade practice in order to lower prices. The amazing ignorance displayed by our statesmen—aldermanic, legislative and congressional—in their discussion of the question of cold storage of food products, and in their proposals to regulate it, may be said to be the despair of the trade. It is a hopeless task to attempt to enlighten these gentlemen as to the merits of the situation. These matters appear to be beyond their comprehension, if their comments may be taken as indicative of their knowledge. Besides, there is the old saying, "None so blind as those that will not see." And no wideawake politician of this stripe ever lets such an opportunity as the present get away from him. It's too good an opportunity to make political capital for future use.

Unfortunately, however, those who employ refrigeration in their business must face the situation presented by the efforts of these statesmen to achieve notoriety. There are proposed ordinances, proposed State laws and even suggested national laws now pending, and it is not beyond the bounds of possibility that some of them will be enacted during the prevailing period of hysteria. Cold storage regulation is very necessary, for refrigeration may be abused by conscienceless traders just as any other good thing may be used to wrong ends. But it is not just, either to the trade or to the consumer, that the formulation of such regulations should be left to officials who publicly denounce cold storage as the source of all evil, and who talk about burning down warehouses as a remedy for high prices. It is likely that laws framed by such profound thinkers would not stand a test in the courts, which thought is some comfort, in spite of the trouble and loss they cause.

In New York City the trade is confronted with a proposition familiar in other localities—to compel the tagging of all food products put in cold storage. Now, some cold storage label propositions may be sensible and practicable, but this appears both foolish and futile. A provision of this kind would entail an endless amount of labor, in unpacking, tagging and repacking products, both when they go into the refrigerator and when they come out. In the matter of eggs each case would have to be unpacked, the eggs marked and the case repacked. Loins of pork, which for the sake of cleanliness and economy in handling are packed in boxes, would have not only to be handled over several times and marked, but some way would have to be found by which the mark would not disappear when the loin was cut by the retailer—otherwise the mark would mean nothing.

These are but a few of the practical difficulties presented to the trade in carrying out such regulations. Of course, almost any difficulty can be surmounted, but it will be expensive to do so, and that expense will naturally be added to the price the consumer pays. A moment's thought will show any intelligent person that instead of being a remedy for high prices, such cold storage regulations would but aggravate the price difficulty. The cure would be worse than the disease.

FOOD GUARANTEE FRAUDS

The United States government itself guarantees the healthfulness of all meat products prepared under its inspection, but it does not guarantee other food products. The manufacturer of the latter must give his own guarantee in order to get a government certificate. It is to prevent the giving of fraudulent guarantees by other food manufacturers that a bill has been favorably reported in the United States Senate as follows:

That it shall be unlawful for any person, association of persons or corporation to place any mark, sign or insignia upon any sign, package, label, covering or wrapping of any article of food or medicine stating in words or effect that the contents of such package are guaranteed by the Government of the United States under the Pure Food and Drugs Act of June 30, 1906, or are guaranteed or recommended in any manner by the Government of the United States.

That any person violating any of the provisions of this act shall be fined not more than one thousand dollars, or imprisoned for not more than one year, or both, at the discretion of the court.

SARDINES IN COTTON OIL

In a recent report of Special Agent Julien L. Brode of the Bureau of Manufactures, published by The National Provisioner, it was stated that he had induced Norwegian sardine canners to send to various persons in the United States sample cans of Norwegian sardines packed in the best grade of refined cottonseed oil, instead of in olive oil. This was one of the practical schemes of Agent Brode to help our cotton oil abroad. If American consumers would be willing to abandon their foolish prejudices against cottonseed oil, and accept the sardines packed in it, Norwegian manufacturers would be glad to use it instead of olive oil. These samples were sent to various parts of the United States and are said to have resulted in valuable missionary work for cottonseed oil. Mr. Brode himself sent The National Provisioner samples of these sardines so packed, and tests were made of their quality and palatability as packed in cottonseed oil. The results were flattering both to the Norwegian packers and the American cotton oil they used. It should not be difficult to overcome the prejudice of consumers under such circumstances.

PRACTICAL POINTS FOR THE TRADE

PACKINGHOUSE YIELDS AND COSTS.

A foreign subscriber of The National Provisioner has asked a question which is perhaps the most difficult to answer of any which could be submitted in connection with the packing industry. It is a request for information which every American packer wants, not to mention foreign admirers of our wonderful system, and which no packer is willing to divulge, apparently. These are things which the packer keeps to himself and which he is loath to disclose for the benefit of the trade in general.

This inquirer asks:

Editor The National Provisioner:

Will you kindly reply by return mail, if possible, and let us know exactly what by-products one should get per head of prime cattle, averaging about 750 pounds hot dressed weight, killing about 60,000 to 90,000 head per annum. This inquiry is made with the object of checking off our results against those obtained by up-to-date American packinghouses. Apart from our killing and storage plants, we have rendering, fertilizer and canning plants. We should be prepared to put in any other plant necessary to secure greater efficiency in handling by-products. We should like not only percentages of yields, but also value of product, cost of manufacture, cost of management, etc.

To attempt a complete statement embodying the whole detail and net results of a yearly slaughter of 60,000 to 90,000 cattle, dressing 750 pounds hot weight, to fit any location and under the various conditions governing, is out of the question. Every establishment has its own particular and peculiar way of arriving at costs, yields, etc., and every concern has its own methods of handling its products and by-products.

And to some extent they differ surprisingly. Those whose volume of business warrants it keep cost experts busy all the time, and this branch of the business is kept within the knowledge of few outside of the principals themselves. To this system of constant surveillance over cost of production many establishments unquestionably owe their success, especially when margins are narrow, as is the case altogether too frequently for comfort, not to say profit.

There may be departments that will under almost any circumstances take care of themselves, in a sense, but the greater part of the packing business needs not only careful but constant watching, or trouble and possibly

failure is inevitable. No one except those in the business have any idea of the importance of this, nor of the constant worry, strain and wear it entails upon the operator.

We cannot see how we could better answer the inquiry in question than by giving details of a test made of a bunch of steers averaging around 1,200 pounds live weight. From the start costs commence in purchasing, yarding, shrinkages, and so on until the animal is knocked, and every move thereafter entails cost.

However, at this point credits commence. A good steer weighing 1,200 pounds alive will yield around 60 per cent. cold dressed beef; 7 per cent. of hide and about 6 per cent. of fat. These are the principal credits. Eighty per cent. of these fats is oleo stock, the balance tallow.

Then comes the casings list, which includes bungs, middles, rounds, weasands, bladders and bunggut skins, which in the aggregate amount to around 50 cents per head. Cheek and other head meats, tongue, liver, heart, tail, tripe, sweetbreads, etc., will figure about \$1.25 per head. These figures vary according to current prices, of course. Bones and resultant oils and tallows, tankage, blood, glue stock, etc., will amount to around 75c. per head, making a total of about \$2.50 per head.

Labor cost all told, should not exceed \$1.00 per head, including the dressed beef loaded and cars iced. Other expenses vary according to whether you pay your manager \$100 per month or \$25,000 per year, and whether the owner hangs on a strap or gently bobs up and down over a pneumatic tire, etc., etc.

The steer in question produces the following: Dressed beef, which includes in turn chucks, 19.28 per cent.; ribs, 9.22 per cent.; loins, 14.97 per cent.; rounds, 20.97 per cent.; flanks, 3.53 per cent.; plates, 16.33 per cent.; foreshanks, 7.56 per cent.; total, 91.86 per cent. of the dressed carcass. Tallow, 2.69 per cent.; kidneys, 0.25 per cent.; canning meat, 1.10 per cent.; shank meat, 1.50 per cent.; tankage, 2.17 per cent.; loss, 0.43 per cent.; total, 81.4 per cent. of dressed carcass.

Then comes the hide, about 84 pounds, its value according to its quality and the manner in which it is taken off and subsequently handled in the hide cellar. The hide end of

the business is extremely interesting and equally important. Oleo stock and tallow will run approximately 60 and 10 pounds per head respectively, affording some more valuable material, especially at today's prices.

Tankage will run about 10 pounds per head and blood about 8 pounds per head; round and flat shinbones around 2 pounds; knuckles 3 pounds; jawbones 2 pounds, and skulls about four pounds; horns $\frac{3}{4}$ pound and hoofs $1\frac{1}{2}$ pounds per steer; horn piths $\frac{3}{4}$ pound per head and glue about 2 pounds; neatsfoot oil $1\frac{1}{4}$ pounds.

Casings are difficult to figure on account of the percentage it is possible to destroy in manipulation; however, 50 cents per head should be derived.

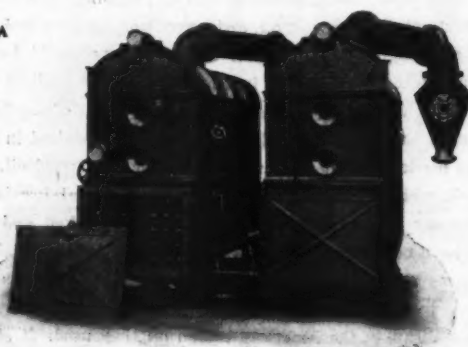
Sweetbreads run about one-third of a pound and tripe about 20 pounds per head; tongues, about 6 pounds; hearts, $2\frac{1}{2}$ pounds each; tails, 2 pounds each; cheekmeat, about $4\frac{1}{2}$ pounds per head; brains, $\frac{3}{4}$ pound; other head meat, $1\frac{1}{2}$ pounds, and weasand meat, one-half pound per head. Lips, $\frac{3}{4}$ pound; livers, 10 pounds, and switches, about $\frac{1}{2}$ pound. Then there are glands, etc., for pharmaceutical purposes, extracts and numerous other possible by-products.

There are numerous methods of figuring quickly dressed beef costs. Those doing a big and steady business have these methods down to a science. The cost of production is kept at a stated figure, so close that for all practical purposes there is no variation. There is no guesswork in the modern packing methods. There cannot be; it is not permissible anywhere. The cattle buyers can come near to actual figures in their estimates of yields of the live cattle they buy—dressed weight, hide and fat yields, and a great deal depends upon their judgment in this respect.

THE POPULAR DIET OF TODAY.

Oh, the porterhouse is costly
And the sirloin's on the hop,
And the pork's enough to scare you,
Whether steak or loin or chop;
And the mutton high is flying
And the lamb is not for us,
So I'd like to try a portion
Of a tender octopus.

—Merchants' Review.



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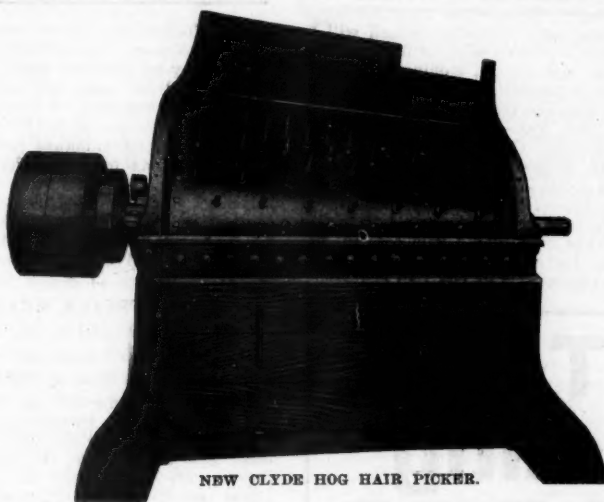
THE HAIR ON THE HOG.

The hair on the hog starts to grow this weather. From now on those having such equipment for handling it as the Clyde mechanical hog hair curing plants will reap two fold benefits. With increase of hair on the hide of the hog comes a new era extensive in demands for automobiles. Last year purchases of autos more than doubled the previous year. This means hog hair was twice as much in demand. Orders could not be filled, prices went away up and plants then in existence doubled capacities. New plants started all over the country. This did not effect

in every respect, and it surpasses everything of the kind we have ever used. You are at liberty to refer to us at any time.

Very respectfully yours,
Griggs Packing Company,
R. B. Griggs, President.

The Brecht Company has just closed a contract with the Hutwelker & Briggs Company, Brooklyn, N. Y., for a complete lard refining and compound plant to be installed in their new buildings within the next few weeks. This is only one of a number of similar installations the Brecht Company has made in the New York district recently.



NEW CLYDE HOG HAIR PICKER.

prices, for with them all they could not keep the auto manufacturers supplied.

Hog hair is a substitute for cattle switches. It being so much more plentiful, it can be offered at more attractive figures, and serving the same purpose at less cost will command a ready market for this product always. Any packer killing five hundred hogs or more per day can install a plant at nominal cost. The Clyde Machine Works Company, Chicago, are specialists in hog hair and will be pleased to give the benefit of their knowledge of the subject to any inquirer whether they buy or not. The dawn of the hair-on-the-hide-of-the-hog is just breaking into a great, bright, profitable productive day, and today's the day!

BRECHT HOG-SCRAPING MACHINES.

The satisfaction which is being given by the Brecht improved hog-scraping, dehairing and polishing machine is indicated by the following letter recently received by the Brecht B. S. Company of St. Louis, the manufacturers:

Roanoke, Va., Dec. 20th, 1909.
Brecht, B. S. Co., New York, N. Y.
Gentlemen: It affords us great pleasure to state that your "improved hog-scraping, dehairing and polishing machine" is all it is claimed to be, and after making a thorough test of same we are fully satisfied with the results. We have been using this machine about three months, and find the work of same to be much better than when first installed.

We thought at first it would be a little too rough in its work, but after a few adjustments we have made it work satisfactorily

LARD MACHINERY INFORMATION.

A valuable reference book for any lard or compound manufacturer is a special lard machinery catalogue just issued by The Allbright-Nell Company of Chicago. Mr. W. B. Allbright was a pioneer in lard refining improvements and is a recognized authority. This book is his work, and contains much information that is invaluable to the packer and manufacturer, besides illustrations, drawings and other valuable matter. Copies of this work may be had upon application to the company at Chicago.

PACKINGHOUSE LABORATORY BUSY.

The packinghouse and by-product laboratory established some time ago by Sterne & Son Company, Chicago, in connection with their business has proved of such practical value to the company's clients that it has been again found necessary to enlarge its capacity and facilities. This department has proved one of the most popular of the company's features, because of the practical aid it has given to packers and others, and because of the prompt service which has been made a feature.

BEEF FROM FARM TO TABLE.

A publication which tells pictorially as well as describing in words the history of a steer from the feed lot to the butcher's bench is "The Pictorial History of a Steer," which has been issued by Morris & Company. It is a valuable addition to the literature of the industry, and to the educational campaign which must be pursued to acquaint the public with the actual conditions surrounding the production and marketing of meat products. An indication of the informative character of the book is found in these paragraphs from its "foreword":

"The packing industry differs from most industries in that spot cash is paid for raw material, while part of the product must be held for some months in process of cure, thus the packer has to provide large sums of ready money every day for the purchase of livestock but has to wait some time before he gets returns.

"According to the United States Census of Manufactures the packers of the United States in 1905 (the latest statistics available) were expending \$1,890,786 per day for each of the 307 working days of the year for livestock. This made a total of \$580,471,507 per year, which was tied up for a considerable period before returns were received. Unofficial figures indicate that the packers at the four points at which Morris & Company operates packing houses, namely, Chicago, Kansas City, East St. Louis and St. Joseph, paid out to the livestock shippers \$1,343,960 for livestock every working day of last year, or a total of \$412,595,775 for the 307 days."

SWIFT'S 1910 YEAR BOOK.

One of the valuable handbooks of the packinghouse industry of recent years has been the Swift & Company Year Book. The 1910 edition is no exception to the rule; it is an artistic effort typographically and contains a pictorial review of the packing industry, from the feed lot to the finished product. It is filled with statistics of value and interest, not only reviewing the scope of the Swift interests, but also giving facts and figures concerning meat production and meat prices which will be of value to the meat man in these days when he is accused on every side of manipulating meat prices.

"BOSS" HOG SCRAPER IN TEXAS.

The manufacturers of the "Boss" machines for packers and butchers, The Cincinnati Butchers' Supply Company that they shipped the Houston Packing Company, of Houston, Tex., one of their "Boss" hog scrapers last week. It is very encouraging for this Cincinnati firm that their efforts to supply their customers with high-grade machines are appreciated everywhere. They also say they are figuring now with several other firms on their "Boss" hog killing outfits, which rank high in their class.

DIXON'S

TICONDEROGA FLAKE GRAPHITE
reduces friction losses in cylinders, bearings and at all friction points. Get free sample and booklet 55-C.
Joseph Dixon Crucible Co. Jersey City, N. J.

DIXON'S

ICE AND REFRIGERATION

NEW CORPORATIONS.

Huff, Ind.—F. J. Waldhner, Geo. Bauer and H. W. Keller have incorporated the New Boston Creamery Company with \$1,680 capital stock.

Delmar, Del.—J. D. Marvil, A. W. Robinson and H. F. Marvil have incorporated the Delmar Ice Company, with a capital stock of \$100,000.

McAllen, Tex.—R. S. Pershing, R. B. Pershing and A. Simmons have incorporated the McAllen Ice and Power Company, with \$15,000 capital stock.

Utica, N. Y.—The Geo. C. Wood Ice Company has been incorporated with a capital stock of \$25,000, by G. C. Wood, Utica; H. E. Black, New York City.

Harlingen, Tex.—The Harlingen Ice Manufacturing and Gin Company has been incorporated with a capital stock of \$20,000, to establish a 25-ton plant. R. W. Horlock, Navasota, Tex.; L. C. Hill, C. W. Clift and J. Miller are the incorporators.

ICE NOTES.

Atlanta, Ga.—The Georgia Fruit Exchange will erect a pre-cooling plant here.

Hattiesburg, Miss.—A branch plant is to be erected here by Armour & Company.

Murphy, N. C.—Rollin Dockery is to establish an ice and cold storage plant here.

Superior, Neb.—The Henningsen Produce Company will commence the erection of its new creamery plant.

Merrill, Wis.—The Jalmke Creamery Company, of Watertown, contemplates establishing a cold storage plant here.

Pilot Point, Tex.—The Mutual Creamery Company has been organized by F. A. Wright, G. Flake and F. Boerner.

Louisville, Ky.—An ice and cold storage plant is to be established by the Kentucky Packing Company, costing \$100,000.

Brownwood, Tex.—The Almo Manufacturing Company will install creamery plant and increase its manufacture of ice cream.

Lawrenceburg, Tenn.—The Pure Ice Company has purchased a building which will be remodeled and equipped with ice machinery.

Huntsville, Tex.—C. H. Robinson is interested in the organization of a new company to be known as the Huntsville Ice Company.

Aransas Pass, Tex.—The Aransas Pass Ice and Cold Storage Company recently incorporated with \$50,000 capital stock, will erect building 107 x 135 feet.

Valdosta, Ga.—The plant and business of the Valdosta Ice and Manufacturing Company has been taken over by its new owners, the Consolidated Ice and Power Company, thus completing the merger of the two concerns.

NEPONSET
INSULATING
PAPER

The oldest—time proved—water-proof insulating paper made. **STRONGER, THICKER and HEAVIER** than any other. Used by packers for over twenty-five years.

F. W. BIRD & SON
MAKERS
East Walpole, Mass.
New York Chicago Washington

Des Moines, Ia.—Under new management the Des Moines Ice Company will increase its capacity by one-third this year. A sum of \$50,000 will be spent for improvements of the artificial ice plant of the company. Following the sale of the H. E. Teachout interest to Joseph Muehlhaupt new officers have been elected as follows: President, Joseph Muehlhaupt; vice-president, James Watt; secretary, J. G. Black; directors, C. H. Rosenbush, James Watt, Joseph Muehlhaupt, W. C. Town, Charles Ill, J. G. Black, A. W. Carlson, John Myers and James Hodges.

BRITISH FROZEN MEAT TRADE.

By W. Weddell & Co., London.

(Concluded from last week.)

Review of Year in Chilled Beef.

The serious reduction in shipments from the United States commented upon at the end of 1908 has been followed in 1909 by another heavy shrinkage, the arrivals amounting to only 42,840 tons, as compared with 71,607 tons in the preceding year, and 120,880 tons in 1907. All reports from the States agree in ascribing the falling off to the scarcity of stock, coupled with the increased local demand. The changes now taking place in the methods of farming in the Western and less populous States must tend to accentuate the shortage of fat stock until such time as the new conditions have been more fully accepted, and the production of fat cattle in these States brought into line with the methods formerly followed in the Eastern States.

Not only have beef values in the United States been relatively high during 1909, but more than once the prices quoted in Chicago and New York have been actually higher than those ruling at Smithfield. One or two small consignments of chilled beef shipped from Cuba via New York, and intended for sale in the United Kingdom, have been landed instead at New York, and sold there to better advantage than if they had come to London. The general quality and dressing of United States' beef has been fairly well maintained, but the proportion of really prime meat has been smaller than usual.

Canadian shipments were again unimportant, aggregating only 679 tons, as compared with 902 tons in 1908 and 1,979 tons in 1907.

The increase in importations from South America has just equalled the falling off in the United States receipts, having grown from 63,370 tons in 1908 to 91,600 tons in 1909. Thus, for the first time, Argentine exceeded North American exports. The quantities shipped would appear to have put a considerable strain upon the capacity of the Argentine herds, with the result that the general quality of the receipts was not quite up to the standard of the preceding year. Prices fluctuated over a wide range, the highest point touched for hindquarters being 6d. per pound and the lowest 3½d. per pound. On average, the selling value of Argentine chilled beef was 1½d. per pound under United States beef and 1¼d. per pound above Argentine frozen hinds. In the case of fores the premium over frozen was only ½d. per pound.

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Insulating
PAPER

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Contains no tar, oil or rosin. Odorless. Not affected by changes of temperature, acids or alkalis.

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HIGH GRADE
ICE TOOLS
AWLS SHAVERS SCALES
REFRIGERATOR BLOCKS

Send for Catalog

Gifford Wood Co.
HUDSON, N. Y. ARLINGTON, MASS. CHICAGO, ILL.

COAL AND ICE
HANDLING MACHINERY

The first successful shipment of chilled beef from Australia arrived in November after a voyage of 62 days from Brisbane to London. It comprised 1,181 hindquarters and 150 forequarters, somewhat mixed in quality. The condition on arrival was satisfactory, and, striking a fairly good market, the beef sold quickly at prices ranging from 4d. to 5d. per pound for hindquarters and 3d. to 3½d. per pound for forequarters, according to quality. On average these prices were fully 1d. per pound for hinds and about ½d. per pound for fores above the rates ruling at the same date for Australian frozen beef.

The experiment was rendered practicable only by the use of the Linley system for scientifically sterilizing the air in the chilling chambers of the freezing works and in the steamer, a system which has been used with great advantage by some Plate shippers for nearly two years past. It is perhaps too early to claim that the problem of bringing beef from Australia and New Zealand without freezing it hard has now been completely solved; but certainly the safe arrival of the shipment goes a long way toward demonstrating the feasibility of establishing a new branch of the industry in our colonies. This would come into desirable competition with the trade now held by North and South American shippers, whose extensive and extending operations threaten to create a monopoly in the supplying of beef to the British market.

Import Duties on Meat.

The proposals put forward, more or less tentatively, on behalf of the advocates of tariff reform, to the effect that an import duty of 5 per cent. be imposed on all meat imported in Great Britain from foreign countries, and a less duty, say 2½ per cent., on Colonial meats, has naturally caused some discussion among the men actively engaged in the trade. While some few of these hope that in some way, these duties may be laid on the shoulders of the producers, the great majority of the traders, whether favorable or unfavorable to the general principles of tariff reform, are satisfied that, in the case of meat, the consumers will have to pay the whole of the duties, through the necessary raising of retail prices. Indirectly, this advance would, doubtless, tend to raise the selling value of home-fed beef and mutton, and thereby benefit the British farmer; but, inasmuch as imported meats are consumed practically entirely by the working and lower middle classes, there seems to be no doubt as to which sections of the community would

Henry Vogt Machine Co.

LOUISVILLE, KY.

Manufacturers of

Ice and Refrigerating Machinery and Boilers

bear the direct burden of this particular import duty.

The idea that by giving the Colonial producer some "preference" he would thereby be induced to increase his output may, conceivably, apply to some classes of produce. In connection with meat, however, it gives no promise of success, because this market for years past has been able to absorb every surplus ounce of suitable meat available for export from Australia, New Zealand and Canada. Prices secured in this market are already so much in advance of what is obtainable anywhere else in the world, that it may safely be assumed not only that the Colonial producer has sent forward to it every suitable animal which he could spare from his local markets, but that he will gladly continue to do so in years to come. The placing of a small handicap of, say, 2½ or 5 per cent. upon his foreign competitors, when it must be accompanied by a raising of the cost of his own meat to his customers, seems unlikely in itself to bring about any further expansion in his export trade.

British Prospects for 1910.

The general improvement in trade throughout Great Britain during the past three months has already resulted in a freer consumption of meat. It is to be hoped that this improvement will develop as the year advances, because there is every prospect that the markets of the United Kingdom will have to absorb practically the whole output of the freezing works of the world. Supplies from all sources except North America are likely to increase, especially frozen mutton

and lamb from Australia and New Zealand, and chilled beef from the River Plate.

Quotations for all descriptions having now reached a comparatively low level, the better consumptive demand which may be expected to ensue should bring about some recovery in values generally.

There are plenty of men out of employment, but a good packinghouse man need never be idle if he makes use of the "Wanted" department of The National Provisioner.

HOW TO INSURE A RECORD-BREAKING RUN

Expert refrigerating and ice plant operators declare that record-breaking runs are the result of using

BOWER BRAND ANHYDROUS AMMONIA

Every cylinder you buy of B. B. is guaranteed to be strictly pure and dry.

Made from pure Aqua Ammonia of our own production—30 per cent. strong—thoroughly refined and purified. Send for free booklet.

Henry Bower Chemical Manufacturing Co.
Gray's Ferry Road and 29th St.
PHILADELPHIA, PA.

B. B. May also be obtained from the following:

ATLANTA, Morrow Transfer & Storage Co.
BALTIMORE, 106 W. Lombard St., Jos. S. Wernig
BIRMINGHAM, Kates Transfer & Storage Co.
BOSTON, 120 Milk St., Chas. P. Duffee.
BUFFALO, Keystone Warehouse Co., 638 Washington St., Frank Bausch.
CHICAGO, 329 N. Clark St., F. C. Schapper.
CINCINNATI, The Burger Bros. Co.
CLEVELAND, General Cartage & Storage Co., Henry Bollinger.
DETROIT, Riverside Storage & Cartage Co., Ltd., Newman Brothers, Inc.
DALLAS, Oriental Oil Co.
FORT WORTH, Texas Mfg. Co.
HAVANA, Champion & Pascual.
HOUSTON, Texas Warehouse Co.
INDIANAPOLIS, R. E. Kraml & Co.
JACKSONVILLE, St. Elmo, W. Acosta.
KANSAS CITY, Co-Operative Land & Mercantile Co.
LIVERPOOL, Peter R. McQuile & Son.
LOS ANGELES, United Iron Works.
LOUISVILLE, Louisville Public Warehouse Co.
MILWAUKEE, Central Warehouse.
MEXICO, D. F., Ernst O. Heinsdorf.
NEWARK, F. W. Munn Livery Co., Brewers' & Bottlers' Supply Co.
NEW ORLEANS, Finlay, Dicks & Co., Ltd.
NEW YORK, Roessler & Hasselbacher Chemical Co.
NORFOLK, Nottingham & Wrenn Co.
PHILADELPHIA, Henry Bower Chemical Mfg. Co.
PITTSBURGH, Pennsylvania Transfer Co., Ltd., Mueller & Kusen.
PROVIDENCE, Rhode Island Warehouse Co.
ST. LOUIS, McPheeters Warehouse Co., Pillsbury-Becker Engineering & Supply Co.
SAVANNAH, Benton Transfer Co.
SAN FRANCISCO, United Iron Works.
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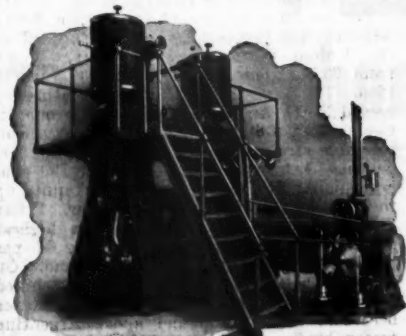
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OUR EXPORTS OF FARM PRODUCTS.

The last half century has seen a great increase in the exports of farm products from the United States. From an average of \$150,000,000 a year in the five-year period, 1851-1855, the agricultural exports rose to an average of \$875,000,000 a year in 1901-1905, and in two subsequent individual years (1907 and 1908) surpassed a billion dollars. Not only have such exports increased, but they have increased much faster than the population. In 1851-1855 the average value per capita of the agricultural exports of the United States was \$5.85, in 1901-1905 it was \$10.88, and since 1905 it has been still greater.

A report on the annual exports of farm products from the United States from 1851 to 1908, inclusive, is about to be published as Bulletin 75 of the Bureau of Statistics, U. S. Department of Agriculture. Averages are given by five-year periods, so that it is possible to perceive the general drift of the trade. The chief agricultural products exported in the past half century have been cotton, grain and grain products and packinghouse products.

In 1851-1855 cotton made nearly two-thirds of the value of all agricultural exports, but in 1901-1905 between one-third and one-half only, although the average quantity exported increased from 1,026 million pounds in 1851-1855 to 3,577 million pounds in 1901-1905, while in 1907 the highest year, 4,518 million pounds were sent out. Cottonseed products, such as cottonseed oil, oil cake and oil-cake meal, have assumed considerable importance in the export trade of the United States in recent years, that is, beginning about 1870. The value of cottonseed products exported averaged during the past several years from \$25,000,000 to \$30,000,000 a year, the highest being in 1907, about \$34,000,000.

Grain and its products come second in order of value. They increased from a yearly average of \$25,000,000 in 1851-1855 to \$194,

000,000 in 1901-1905, and in 1908 were \$215,000,000. The chief items are wheat (including wheat flour) corn and oats. Exports of these cereals during 1851-1855 were equivalent to about 20,000,000 bushels of grain annually, and fifty years later to about 250,000,000 bushels. The period of largest grain exports was 1896-1900, since which time there has been a decline.

Exports of packinghouse products, the third leading group, have increased much more rapidly in the last half century than cotton or cereals. The average value of packinghouse products exported in 1851-1855 was \$10,000,000 a year, and in 1901-1905 it was \$180,000,000, while in 1908 the value was \$196,000,000. The principal items of this group are pork, lard, beef and oleo oil. As in the case of grain, the greatest exports of lard and pork were in the five-year period, 1896-1900. The exports of lard have increased nearly eight times as fast as the population of the United States. The average per capita in 1851-1855 was 1.2 pound a year, while fifty years later, in 1901-1905, the average reached 8.6 pounds per capita. Another great increase occurred in per capita exports of pork. The average for 1866-1870 was 1.8 pound per capita; in 1876-1880, 13.6 pounds per capita, and in 1901-1905, 8.4 pounds per capita.

The largest exports of beef and oleo oil (those in 1901-1905) amounted to 408,000,000 pounds a year for beef and 146,000,000 pounds for oleo oil. Since 1905 there has been a marked decline in exports of beef, the average for 1906-1908 being only 349,000,000 pounds a year, or less than for any five-year period since 1886-1890. On the other hand, the average exports of oleo oil during the three years ending with 1908 exceeded the average for 1901-1905 by nearly 60,000,000 pounds.

OLEO AND THE DEALER.

As to the oleo question the dealers should ask themselves if it is not about time that Congress, the great dispensary of privileges, did something for them. The manufacturer and the farmer have special privileges; why not consider the dealer once in a while? At least give him a square deal and a chance to sell oleo without being hampered with tiresome regulations and a tax on the article. Beet sugar is as much an imitation of cane sugar as oleo is of butter, but because the farmer is behind the beet sugar it is given a fair show, while oleo is pursued with a zeal that is certainly not inspired by an interest in the welfare of the public.—Merchants' Review.

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John A. Kley in charge of mechanical department

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the bbl. except lard which is quoted by the cwt. in tcs., pork and beef by the bbl. or tierce and hogs by the cwt.

Market Excited—Prices at New High Season Levels—Hog Movement Light—Prices Strong for Hogs—Packing Continues to Decrease—Stocks Light.

The advance in the provision market during the past week has carried values to the highest levels of the season. The trade has not been active, but there has been a very decided change in the general feeling and attitude towards the market, and there is a much more confident tone in the air. The improvement in price has come largely as a result of the persistently small movement of hogs and the determined attitude apparently of the packing and producing interest not to be stampeded by the agitation against high-priced food.

The movement of hogs at the interior markets has been small during the week. The receipts at the leading points during the past week were 334,000, against 335,000 the previous week and 441,000 last year. The hog packing for the week as reported by a Western authority was 495,000, against 610,000 last year and the total packing for the season since Nov. 1 shows a decrease of 2,610,000 hogs compared with a year ago. The statement of stocks shown on Feb. 1 was to an extent a revelation in the distribution of product at the high range of values. It showed that notwithstanding the extremely high prices and the agitation against meat prices the distribution during the month had about kept pace with the production and in some cases exceeded the actual product during the month.

With the packing season of the winter

within one month of being over, the fact that there has been no accumulation of the supply of product at the West is a very important feature in the situation and means that the expected winter movement of hogs has not materialized and does not appear likely to materialize this season. There has been a strong hope all the winter through that just a little ahead there would be a marked increase in the marketing of hogs by the country. This hope has had a great deal to do with the position of the market. The agitation against food values has already resulted in a very sharp decline in values. This decline was about \$2 a barrel on pork from the previous high, but that decline has all been recovered and the quotations for the May delivery this week were at new high figures.

The speculative interest in the market has been to a certain extent gaining confidence, owing to the showing of the live hog movement and the showing of the statistics. There has been a better demand for goods and there has been a great deal of buying in the future market, which has been attributed to some of the prominent packing interests. Advices this week from the interior indicated that there was a rather determined position assumed by some of the leading interests toward the market, based on the belief that the supply of hogs in the country for this season would not be forthcoming, and that it might be late in the spring or possibly well night into summer before there would be any increase in the supply of hogs sufficient to supply any increase in stocks and through such increase bring a pressure on the future markets.

The government report of the stocks of hogs in the country as stated last week confirmed the reports by Western packing interests that the supply of hogs was not in the country this season which was on hand a year ago, and that such a deficiency as reported of 6,000,000 hogs will be a very difficult one to make up, let alone the increase in the supply commensurate with the increase in the population. The figures show that there has been approximately a decrease of 12 per cent. in the supply of live hogs, while there has been the normal increase in the population. Such a decrease can only be made good through a period of time, and as a result of low priced food stuffs or relatively low priced food stuffs, which will enable the farmers to give more attention to the increase of the live stock supply of the country.

The demand for cash products has been comparatively quiet during the week and the volume of business reported has been small. The export of products was also light, and there is very little interest shown on the other side as to the American position of meats and lard.

The price of hogs at Chicago last week averaged \$8.50 a hundred compared with \$8.31 the preceding week and \$6.37 last year, and \$5.69 the average of the past nine years. Prices have advanced still further this week with the small movement of hogs and the advance in futures.

Compared with last year the price of lard is about 2½c. per pound over, the price of ribs about 2c. a pound over, and the price of pork about \$5 over the quotations prevailing a year ago. The high prices for prod-

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ucts are certainly not restricting the distribution as looked for, and the agitation against food prices and food investigations is apparently not affecting the market in the way which was feared when the agitation first started.

The exports continue very small. The shipments of lard the past week, however, were much better than they have been for a long time and the aggregate was 2,677,000 lbs., the largest single weeks shipment of the season. The actual shipments this year, however since Nov. 1 have been only 110,775,000 lbs., a decrease of 83,258,000 lbs., compared with a year ago. The shipments of meats were also somewhat better for the week, but the total amounted to only about 108,809,000 lbs. since Nov. 1, a decrease of 48,313,000 lbs. compared with last year.

BEEF.—The market was stronger with very little stuff offering at the advance. Family, \$16@17; mess, \$12@13; extra India mess, \$24@25.50.

PORK.—The market is very firm with prices higher, with the West and on light offerings. Mess is quoted at \$24; clear, \$24@26.50, and family, \$25.50@26.

LARD.—The market is very firm with the West; stocks are small and offerings very

limited. City steam lard, \$12.37½; Western, \$12.75 and Middle West, \$12.60@12.70; Continent, \$13.05; South American, \$13.60; Brazil kegs, \$14.00; compound, 9½@9¾c.

EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to Wednesday, Feb. 9, 1910, were as follows:

BACON.—Antwerp, Belgium, 42,350 lbs.; Bocas del Toro, 518 lbs.; Bergen, Norway, 15,762 lbs.; Bristol, England, 104,738 lbs.; Colon, Panama, 8,454 lbs.; Cristobal, Panama, 947 lbs.; Demerara, British Guiana, 7,882 lbs.; Genoa, Italy, 164,859 lbs.; Havana, Cuba, 65,063 lbs.; Hamilton, W. I., 1,358 lbs.; Hango, Russia, 159,956 lbs.; Kingston, W. I., 498 lbs.; London, England, 20,224 lbs.; Liverpool, England, 1,181,059 lbs.; Matanzas, Cuba, 62,594 lbs.; Manchester, England, 16,393 lbs.; Rio Janeiro, Brazil, 6,600 lbs.; Tonsberg, Norway, 108,368 lbs.

HAMS.—Amsterdam, Holland, 8,883 lbs.; Antwerp, Belgium, 217,700 lbs.; Bocas del Toro, 1,980 lbs.; Colon, Panama, 7,324 lbs.; Demerara, British Guiana, 1,297 lbs.; Havana, Cuba, 25,952 lbs.; Hamilton, W. I., 7,029 lbs.; Kingston, W. I., 1,387 lbs.; London, England, 164,934 lbs.; Liverpool, England, 812,399 lbs.; Manchester, England, 46,780 lbs.; Ma-

tanzas, Cuba, 965 lbs.; Nassau, W. I., 1,193 lbs.; Puerto Cabello, Venezuela, 828 lbs.; Port au Prince, W. I., 1,266 lbs.; Port Limon, C. R., 994 lbs.; Progreso, Mexico, 2,508 lbs.; St. John's, N. F., 11,850 lbs.; Southampton, England, 2,699 lbs.; Stockholm, Sweden, 14,419 lbs.; Trinidad, W. I., 914 lbs.; Tonsberg, Norway, 1,916 lbs.

LARD.—Alexandria, Egypt, 1,760 lbs.; Amsterdam, Holland, 6,650 lbs.; Antwerp, Belgium, 336,549 lbs.; Algoa Bay, Africa, 27,806 lbs.; Bari, Italy, 5,500 lbs.; Bristol, England, 3,106 lbs.; Buenaventura, Colombia, 1,200 lbs.; Belfast, Ireland, 44,800 lbs.; Christiania, Norway, 15,350 lbs.; Ciudad Bolivar, Venezuela, 3,500 lbs.; Catania, Sicily, 5,500 lbs.; Cardiff, Wales, 31,600 lbs.; Curacao, Leeward Islands, 4,740 lbs.; Cristobal, Panama, 6,400 lbs.; Copenhagen, Denmark, 575,700 lbs.; Colon, Panama, 11,713 lbs.; Dantzig, Germany, 15,750 lbs.; Demerara, British Guiana, 29,316 lbs.; Delagoa Bay, Africa, 12,100 lbs.; Genoa, Italy, 10,000 lbs.; Gibraltar, Spain, 8,400 lbs.; Guayaquil, Ecuador, 16,883 lbs.; Havana, Cuba, 20,386 lbs.; Hamburg, Germany, 625,581 lbs.; Hamilton, W. I., 4,686 lbs.; Havre, France, 30,949 lbs.; Kingston, W. I., 2,300 lbs.; Koenigsberg, Germany, 108,781 lbs.; London, England, 304,065 lbs.; Leith, Scotland, 43,750 lbs.; Liverpool, England, 1,164,844 lbs.; Manchester, England, 147,402 lbs.; Macoris, S. D., 4,396 lbs.; Matanzas, Cuba, 39,744 lbs.; Malmo, Sweden, 65,389 lbs.; Nassau, W. I., 11,680 lbs.; Naples, Italy, 19,000 lbs.; Progreso, Mexico, 96,581 lbs.; Palermo, Sicily, 33,654 lbs.; Port au Prince, W. I., 75,141 lbs.; Port

(Continued on next page.)

SEE PAGE 29 FOR FRIDAY'S MARKETS.

EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to foreign ports for the week ending Saturday, Feb. 5, 1910, as shown by Williams & Terhune's report, are as follows:

Steamer and Destination.	Oil Cake. Bags.	Cottonseed Oil. Bbls.	Bacon and Cheese. Boxes.	Hams. Boxes.	Tallow. Pkgs.	Beef. Pkgs.	Pork. Bbls.	Lard. Tcs. and Pkgs.
Cymric, Liverpool			2526				305	953 6226
Umbria, Liverpool			1296				69	845 3590
*Minnetonka, London	75		607			35		115 6839
Oceanic, Southampton			472					825
*New York, Southampton			448				161	1524
Cavour, Manchester			107				130	1025
*Columbia, Glasgow	80		729		43	150	292	1662
President Lincoln, Hamburg	50				125		495	703
Napolitan Prince, Hamburg							25	425 1300
Napolitan Prince, Rotterdam	2297							
Noordam, Rotterdam	5811				51		350	300
Sommelsdyk, Rotterdam	9758				25		325	1325
Finland, Antwerp	7779		495		30	291	302	5570
C. F. Tietgen, Baltic	1075		430	30	1121	40	1695	882
La Bretagne, Havre							70	
Erika, Lisbon						50		
Berlin, Mediterranean		447		50			100	320
Germania, Mediterranean	1650					25		
Italia, Mediterranean		175						
Lousiane, Mediterranean		125		170				12
Total	27295	2027	7330	30	1505	880	6258	32103
Last week	10705	1833	89	4744	10	631	463	2447 19225
Same time in 1909	3750	5596	339	10357	440	2562	839	7880 52379

*Cargo estimated by steamship company.

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has been elected President of the American Meat Packers Supply Co., with offices in the
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EXPORTS OF PROVISIONS

Exports of hog products for the week ending Feb. 5, 1910, with comparative tables:

PORK, BBLs			
To—	Week Feb. 5, 1910.	Week Feb. 6, 1909.	From Nov. 1, 1909, to date.
United Kingdom..	902	285	9,288
Continent	434	453	3,271
So. & Cen. Am....	471	253	4,713
West Indies	1,275	1,203	15,190
Br. No. Am. Col..	310	1,008	2,347
Other countries ..	6	5	135
Total	3,398	3,207	34,944
MEATS, LBS.			
United Kingdom..	6,755,082	4,285,875	92,401,875
Continent	1,007,375	1,765,900	4,228,425
So. & Cen. Am....	224,750	84,050	2,278,700
West Indies	270,475	241,890	2,756,375
Br. No. Am. Col..	.....	20,350	41,490
Other countries ..	8,500	8,000	113,150
Total	8,266,250	6,406,074	101,820,015
LARD, LBS.			
United Kingdom..	6,460,851	7,688,446	60,631,132
Continent	5,206,500	5,146,650	35,684,738
So. & Cen. Am....	207,700	222,760	4,346,738
West Indies	967,900	916,807	9,485,150
Br. No. Am. Col..	.....	15,280	68,663
Other countries ..	5,900	40,000	351,450

RECAPITULATION OF THE WEEK'S EXPORTS.			
	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York	2,658	4,217,375	7,857,200
Boston	208	2,298,060	1,137,020
Philadelphia	187	399,000	1,957,330
Baltimore		55,000	673,750
New Orleans	325	176,000	68,000
Galveston			270,000
Quebec			239,000
Total week	3,398	8,266,250	12,676,851
Previous week	1,575	5,430,150	5,189,288
Two weeks ago	3,904	9,902,725	10,479,596
Cor. week last yr	3,207	6,406,074	14,029,743

COMPARATIVE SUMMARY OF EXPORTS.

	From Nov. 1, 1909, to date.	Same time last year.	Decrease.
Pork, lbs.	6,988,500	9,204,000	2,215,290
Meats, lbs.	101,820,015	147,921,935	46,101,000
Lard, lbs.	110,775,333	194,032,466	83,258,133

OCEAN FREIGHTS.

	Liverpool, Per Ton.	Glasgow, Per Ton.	Hamburg, Per 100 lbs.
Beef, per tierce	15/	15/	16@24c.
Oil cake	7/8	8c.	@10c.
Bacon	15/	15/	16@24c.
Lard, tierces	15/	15/	16@24c.
Cheese	20/	25/	@45c.
Canned meats	15/	15/	16@24c.
Butter	25/	30/	@48c.
Tallow	15/	15/	15@22c.
Pork, per barrel	15/	15/	16@24c.

TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—The tallow market for the week has been very quiet with the tone of the market steady, although there has been no further change in quotations. The decline of $\frac{1}{4}$ c. last week resulted in some business, but with the general dullness in the markets for all oils there has been only a small amount of business but this week there has been a very quiet market with prices on the basis of $\frac{6}{8}$ c. for city and hogsheads. There has been some business in specials but not of much importance.

The market is a very indifferent one and on the whole promises but little improvement due to the general situation and lack of activity in manufacturing interests at the moment, particularly the demand for soap materials and the relatively low prices for competing soap supplies.

There was a rather important decrease in the cattle movement last week at the West. The total receipts were only 116,000 at the six leading points compared with 155,000 the previous week and 143,000 last year. This is the most important falling off in the movement which has been seen. During the fall and early winter receipts ran considerably ahead of a year ago. As a result of the lighter receipts there was an improvement of $\frac{2}{5}$ c. a hundred in cattle prices. The average for the week was \$6.10 against \$5.85 the previous week and \$5.85 last year and \$5.05 the past nine years' average.

The weight of the cattle is somewhat disappointing this season and there have been some complaints regarding the weather conditions during the winter so far. Severe temperatures and great amount of snowfall has necessitated a greater amount of feeding than usual and there have been some losses, although it is possible that the losses have not been serious. The falling off in the movement of the cattle in the interior may have also been due to the food agitation and the disposition of the packers and shippers not to force supplies on the markets which have been unwilling to take the movement.

The foreign markets have been quiet of late and there has been only a moderate amount of business in tallow on the other side. This is possibly due to the fact that the price of peanut oil, of cotton oil, bean oil and olive oil foots has been such as to compete very materially with the tallow market particularly in soap making grades. On the other hand the strength of linseed oil has been a very decided steadying factor not only abroad but in this country. The London auction sale for the week showed 820 casks offered with 490 sold at 33s. 9d., the same price as the previous week.

Quotations are: City, $\frac{6}{8}$ c.; spot country, $\frac{6}{8}$ c. @ 7c.; special, 7 @ $\frac{7}{8}$ c. in tiers.

STEARINE.—The position of the stearine market has been very dull the past week with

almost no demand. The compound makers have been buying next to nothing and there has been a general decline in values which has carried the market down fully $\frac{1}{2}$ c. a pound compared to a week ago with no business even at that range of prices.

The middle of the week stearine was offered freely in the open market at 14c. for round lots, with no takers at that price. It was also offered at about the same basis at the West and the demand both East and West is of very unsatisfactory proportions. This condition of the market is due very largely to the position of the compound market and the unwillingness of the compound makers to buy ahead in the present unsettled state of the demand.

There has been a decline in compound lard with the decline in stearine and the easier market for oil, but the market has been steadied somewhat by the relative strength of lard at the West and the recent sharp advance in Western lard prices. The result of this falling off in the demand for stearine and in the further weakness of oleo oil both here and at Rotterdam has been to lessen the demand from pressers for tallows which have been a factor of considerable importance in the tallow market. Toward the close of the week the market was quoted down to $\frac{13}{16}$ c.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

LARD OIL.—The market was dull but firmly held. Prices are quoted at \$1.20.

COCOANUT OIL.—The market was quiet and a little easier, both spot and to arrive from abroad. Demand is slow and without feature. Trade is quiet. Quotations in New York City of Ceylon, spot, $\frac{8}{8}$ c. @ 9c.; do., shipments, $\frac{8}{8}$ c. @ $\frac{8}{8}$ c.; Cochin spot, $\frac{9}{16}$ c. @ $\frac{9}{16}$ c.; do., shipments, $\frac{9}{16}$ c. @ $\frac{9}{16}$ c.

PALM OIL.—The market was quiet and also showed a little easier tone, with very quiet interest shown. Prices in New York are, for prime red spot, $\frac{6}{8}$ c. @ $\frac{6}{8}$ c.; do., to arrive, $\frac{6}{8}$ c.; Lagos, spot, $\frac{6}{8}$ c.; do., to arrive, $\frac{6}{8}$ c.; Palm kernels, spot, $\frac{8}{16}$ c.

CORN OIL.—The market is very firmly held by producing interest at some advance for the week. Quoted at \$6.85 @ 6.90.

NEATSFOOT OIL.—The market was dull and firm at unchanged prices. For 20 cold test, 95 @ 97c.; 30 do., 88c.; 40 do., water white 80c.; prime, 70c.; low grade off yellow, 62 @ 65c.

OLEO OIL.—The market was dull and lower, with rather quiet demand both at home and abroad. Rotterdam quoted 73 florins asked. New York quotes $\frac{12}{16}$ c. for extra.

LARD STEARINE.—The market continues quiet with prices very steady. Prices are quoted at 13c.

GREASE.—The market is very quiet with unimportant changes in price. Quotations in New York: Yellow, $\frac{6}{8}$ c. @ $\frac{6}{8}$ c.; bone, $\frac{5}{8}$ c. @ $\frac{6}{8}$ c.; nominal; house, $\frac{6}{8}$ c. @ $\frac{6}{8}$ c.; "B" and "A" white, 7 @ $\frac{7}{8}$ c.

GREASE STEARINE.—The market is quiet and about steady. Quotations: Yellow, $\frac{6}{8}$ c. @ $\frac{6}{8}$ c., and white at 7 @ $\frac{7}{8}$ c.

EXPORTS OF HOG PRODUCTS.

(Continued from preceding page.)

Limon, C. R., 4,185 lbs.; Plymouth, England, 14,000 lbs.; Riga, Russia, 6,270 lbs.; Rotterdam, Holland, 381,343 lbs.; St. John's, N. F., 30,733 lbs.; Southampton, England, 55,200 lbs.; Stavanger, Norway, 12,250 lbs.; Stockholm, Sweden, 31,258 lbs.; Trinidad, W. I., 41,401 lbs.; West Hartlepool, England, 65,432 lbs.

LARD OIL.—Algoa Bay, Africa, 260 gals.

PORK.—Arendal, Norway, 25 bbls.; Barbados, W. I., 10 bbls.; Colon, Panama, 40 bbls.; Cristobal, Panama, 50 bbls.; Demerara, British Guiana, 327 bbls.; Hamburg, Germany, 25 bbls.; Kingston, W. I., 125 bbls.; Liverpool, England, 145 bbls.; Monrovia, Africa, 14 bbls.; Nassau, W. I., 24 bbls.; Port au Prince, W. I., 117 bbls.; St. Kitts, W. I., 5 bbls.; St. John's, N. F., 105 bbls.; 10 tes.; Trinidad, W. I., 169 bbls., 17 tes.; Tonsberg, Norway, 15 bbls.

SAUSAGE.—Antwerp, Belgium, 230 bx.; Colon, Panama, 54 pa.; Cristobal, Panama, 40 pgs.; Hamburg, Germany, 55 pa.

EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to Wednesday, Feb. 9, 1910, were as follows:

BEEF.—Amsterdam, Holland, 20 bbls.; Antwerp, Belgium, 210 bbls.; Barbados, W. I., 80 bbls.; Bocas del Toro, 70 bbls.; Christiania, Norway, 590 bbls., 50 tes.; Cristobal, Panama, 15 bbls., 140,985 lbs.; Curacao, Leeward Islands, 13 bbls.; Copenhagen, Denmark, 186 bbls.; Colon, Panama, 50,724 lbs., 30 bbls.; Demerara, British Guiana, 45 bbls.; Drontheim, Norway, 46 bbls.; Guadeloupe, W. I., 15 bbls.; Hamburg, Germany, 300 bbls.; Halifax, N. S., 150 bbls.; Hamilton, W. I., 26,939 lbs., 31 bbls., 5 tes.; Hammerfest, Norway, 60 bbls.; Kingston, W. I., 49 bbls., 30 tes.; Lisbon, Spain, 50 bbls.; London, England, 233,814 lbs.; Liverpool, England, 243,899 lbs., 310 tes., 25 bbls.; Marseilles, France, 25 bbls.; Monrovia, Africa, 10 bbls.; Nassau, W. I., 20 bbls.; Port au Prince, W. I., 24 bbls.; Port Limon, C. R., 40 bbls.; Rotterdam, Holland, 75 bbls.; St. John's, N. F., 1,305 bbls.; Southampton, England, 588,453 lbs.; Trinidad, W. I., 15 bbls.; Tonsberg, Norway, 80 tes., 55 bbls.

OLEO OIL.—Alexandria, Egypt, 8 tes;

Corn Oil Cotton Oil Cocoanut Oil Palm Oil

AND ALL SOAP MATERIALS

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**FAMOUS X-RAY PURE KETTLE
RENDERED LARD**
Send for Prices ST. LOUIS, MO.

Bergen, Norway, 35 tes.; Constantinople, Turkey, 185 tes.; Christiania, Norway, 180 tes.; Genoa, Italy, 27 tes.; Hamburg, Germany, 385 tes.; Kolding, Denmark, 30 tes.; London, England, 1,145 tes.; Malmo, Sweden, 140 tes.; Rotterdam, Holland, 899 tes.; Smyrna, Turkey, 25 tes.; Syra, Greece, 10 tes.; St. John's, N. F., 82 tes.; Stockholm, Sweden, 70 tes.; Tonsberg, Norway, 210 tes.

OLEOMARGARINE—Barbados, W. I., 17, 900 lbs.; Colon, Panama, 5,939 lbs.; Demerara, British Guiana, 5,000 lbs.; Hamilton, W. I., 1,740 lbs.; Havana, Cuba, 7,565 lbs.; Nassau, W. I., 1,846 lbs.; Port au Prince, W. I., 10,000 lbs.

TALLOW—London, England, 62,027 lbs.; Port au Prince, W. I., 14,601 lbs.; Tonsberg, Norway, 13,081 lbs.

TALLOW OIL—Rotterdam, Holland, 100 tes.

TONGUE—Antwerp, Belgium, 8 bbls.; Copenhagen, Denmark, 30 bbls.; Liverpool, England, 178 bbls.; Manchester, England, 244 cs.; Nassau, W. I., 89 cs.

CANNED MEAT—Amsterdam, Holland, 205 cs.; Antwerp, Belgium, 233 bxs.; Algoa Bay, Africa, 693 cs.; Bristol, England, 125 pa.; Colon, Panama, 335 pa.; Curacao, Leeward Islands, 106 cs.; Delagoa Bay, Africa, 1,004 cs.; Havana, Cuba, 255 pa.; Hamburg, Germany, 34 pa.; Hamilton, W. I., 24 cs.; Kingston, W. I., 43 cs.; Liverpool, England, 1,317 cs.; London, England, 290 cs.; Marseilles, France, 140 cs.; Manchester, England, 765 cs.; Mauritius, W. I., 25 cs.; Port Limon, C. R., 70 cs.; St. John's, N. F., 390 cs.

OFFICIAL INSPECTORS AND WEIGHERS.

President Allen of the Inter State Cottonseed Crushers' Association has issued the following letter to members concerning the matter of official inspectors and weighers at ports from which cottonseed products are exported. The letter calls attention to an important question affecting exporters, and is as follows:

To members:

At the last meeting of your Association rules were adopted covering the appointment of official inspectors and weighers at ports. This action is covered by Rule 36, to which I ask your attention.

Under these instructions from your body, the Executive Committee appointed at its meeting in New Orleans Mr. A. J. Budden-

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Acid Summer White Soap Oil

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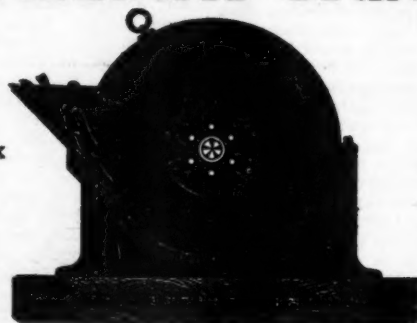
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dorf, of that city, inspector and weigher at the port of New Orleans, subject to the rules of your Association. At this meeting the exporters of New Orleans were conferred with, and they very cordially agreed to abide by the appointment, as might be determined by the Executive Committee. Later some of the exporters, finding that the Executive Committee did not appoint the man of their choice, one who they pre-supposed would receive the appointment, published the fact that they would not be bound by the action of the Executive Committee, and since that time they have continued to give their business of inspection and weighing to the appointee of the New Orleans Board of Trade.

If you will read Rule 36 in its entirety you will see that inspection and weighing, when

accomplished by others, other than the appointee of your Association, is not entitled to the protection of the rules of your Association. It is assumed that you would prefer that your deals be handled subject to the rules of your own adoption. This being true, we ask that you make your sales subject to Interstate rules and inspection at New Orleans.

The Association has been at considerable expense in the appointment of the official at New Orleans to accommodate the expressed wishes of many of the valley mills, and it is hoped that you will sustain the Executive Committee in its action, to the fullest extent.

Yours very truly,
A. D. ALLEN, President.

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By Products

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COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Oil Mill Superintendents' Association of the United States, the Texas Cottonseed Crushers' Association, the South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Louisiana Cottonseed Crushers' Association.

**Speculation Quiet—Near Deliveries Heavy—
Crude Easier—Compound Demand Quiet
—Some Buying on Strength of Lard—
Export Demand Slow.**

The cottonseed oil market during the past week has moved within rather narrow lines and has displayed but little feature. There has been a slow easing in price particularly on the near positions that show some pressure on the nearby market. This has been reflected in a widening of the carrying charge from the nearby to the forward months and there has been a good deal of changing over from March to May and from March to July. The weakening of the March under this trading has been construed as indicating a presence of a fairly good sized long interest in the March and the desire of this long interest to change over and not take the cash stuff on delivery day.

There has been some evidence of support by one of the leading interests, and yet this same interest appeared to be a seller of the more distant deliveries against the support of the March. This support was thought to be partly due to a desire to hold the market on account of its effect on the general distributing trade and the spot situation.

There has been a very limited interest shown in spot oil and the volume of trade

has been much reduced. This has been due to the very indifferent demand for compound lard and absence of an export interest. There has also been very little demand reported from the butterine makers, and generally the interest in the spot market has been light. Another factor against the market has been an easing in the price of crude oil at the south. The decline has been comparatively light, but there has been some pressure and a little concession in values has been seen. The offerings, however, have not been large, but the demand has been small and the effect on the easing in the cash position has been to affect the refined deliveries and caused some selling of refined oil.

The situation in the oil market generally has been a very quiet one. There has been only a small volume of trade developed and the market has been influenced by an easing in the price of coconut and palm oil and a very quiet market in other oils. Bean oil has been held with comparative firmness, particularly on stuff to be shipped from the other side, although there has been some of this oil offered on the spot at slightly under the to arrive price.

The demand for oil for export is limited to only a small volume of choice oils of better quality for the north of Europe. The lower price for soap oil lots on the other side has precluded any demand from this source and this has resulted in a very marked

falling off in the exports at this season. At the present rate of shipments the decrease of the exports of oil for the season will be very much larger than anticipated at the opening of the year.

As reflecting the slow demand for oil for compound purposes there has been a decline in the price of stearine and that article was offered during the week as low as 14c., with very little demand reported. Compound makers state that there is only a slow trade at present in compound lard and there is a general disposition to hold off to wait developments. The makers, however, are rather indisposed to make concessions, but there seems to be a position where to effect sales some little further decline is needed. The jobbing trade, however, it is claimed is pretty well cleaned up of supplies, which in the position of the market might result in a considerable increase in the volume of business.

The great strength of the lard market during the week has been a factor of decided importance. The fact that lard should advance to such high prices again following the rapid decline of January, has been a distinct surprise to the trade, as it shows that the position of the market was sufficiently strong to ignore after the first break the agitation against food values. The movement of hogs continues very small and the supply of animal fats is still very light, and the smallness of such supplies is a feature of prime importance, and will continue to be of great importance evidently for the balance of the winter.

There have been reports that the probable

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WHITE DAISY—Prime Summer White Deodorized Oil

DELMONICO—Choice Summer Yellow Oil

APEX—Prime Summer Yellow Oil

BUTTERCUP—Deodorized Summer Yellow Oil

NONPAREIL—Choice Winter Yellow Salad Oil

ECLIPSE—Choice Butter Oil

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acreage of cotton this season would be much larger and a great deal of attention has been called to the fact of the very largely increased sales of mules at the South as indicative of this intention. The sales of mules in the Atlantic market have been about \$2,500,000 more than last year, and the total has been much larger in number. On the other hand, the high price for grain and the great damage by weevil may offset to some extent the disposition to plant a largely increased acreage. Another factor is the condition of the soil. The rain fall this winter has been comparatively deficient. The deficiency during January has been much greater than generally thought. The official report just issued shows that in some sections, particularly Texas, there has been a deficiency of 25 to 75 per cent. in the January precipitations compared with the normal.

Closing prices: Saturday, Feb. 5, 1910.—Spot, \$6.95@7.05; February, \$6.93@7; March, \$6.97@6.99; April, \$7@7.10; May, \$7.14@7.16; July, \$7.21@7.23; September, \$7.20@7.23; October, \$6.74@6.76; November, \$6.46@6.48; good off, \$6.70@7; off, \$6.85@6.95; winter, \$7@7.50; summer, \$7@7.50. Sales were: March, 200, \$6.99@6.99; May, 700, \$7.14@7.14; July, 1,200, \$7.20@7.23; September, 500, \$7.20@7.20; October, 700@ \$6.73@6.77; November, 1,100, \$6.45@6.50. Futures closed 5 advance to 2 decline. Total sales, 5,400. Prime crude S. E., \$6.

Monday, Feb. 7, 1910.—Spot, \$7.06@7.15; February, \$7.03@7.05; March, \$7.04@7.06; April, \$7.10@7.20; May, \$7.20@7.21; July, \$7.26@7.27; September, \$7.24@7.30; October, \$6.75@6.78; November, \$6.47@6.51; good off, \$6.85@7.10; off, \$6.80@7.10; winter, \$7.10@7.25; summer, \$7@7.60. Sales were: March, 3,200, \$7.02@7.05; May, 1,900, \$7.18@7.22; July, 5,000, \$7.24@7.27; October, 200, \$6.76@6.76; November, 300, \$6.49@6.50. Futures closed 1 to 10 advance. Total sales, 11,600. Prime Crude S. E., \$6.

Tuesday, Feb. 8, 1910.—Spot, \$7.02@7.08; February, \$7.03@7.05; March, \$7.04@7.06; April, \$7.07@7.14; May, \$7.16@7.17; July, \$7.23@7.24; September, \$7.20@7.23; October, \$6.71@6.74; November, \$6.42@6.48; good off, \$6.85@7.03; off, \$7@7.04; winter, \$7.10@7.30; summer, \$7.05@7.20. Sales were: February, 1,200, \$7.04@7.07; March, 1,500, \$7.04@7.06; May, 1,000, \$7.16@7.19; July, 1,000, \$7.23@7.25; October, 1,600, \$6.73@6.75. Futures closed unchanged to 5 decline. Total sales, 5,900. Prime crude S. E., \$6.

Wednesday, Feb. 9, 1910.—Spot, \$6.97@7; February, \$6.97@6.99; March, \$6.97@6.98; April, \$7@7.10; May, \$7.11@7.12; July, \$7.19@7.20; September, \$7.15@7.17; October, \$6.66@6.67; November, \$6.35@6.40; good off, \$6.75@7; off, \$6.93@6.97; winter, \$7@7.40; summer, \$7@7.40. Sales were: February, 100, \$7@7; March, 3,000, \$6.97@7; May, 2,000, \$7.11@7.14; July, 1,300, \$7.17@7.19; Septem-

ber, 200, \$7.16@7.17; October, 100, \$6.67@6.67. Futures closed 4 to 7 decline. Total sales, 7,900. Prime crude S. E., \$5.86@5.93.

Closing prices: Thursday, Feb. 10, 1910.—Spot, \$6.99@7; February, \$6.98@6.99; March, \$6.97@6.98; April, \$7.01@7.08; May, \$7.12@7.13; July, \$7.18@7.20; September, \$7.17@7.19; October, \$6.69@6.70; November, \$6.39@6.41; good off \$6.80@6.97; off, \$6.90@6.98; winter, \$7.10@7.50; summer, \$7@7.20. Sales were: March, 3,600, \$6.98@7.01; May, 5,700, \$7.12@7.17; July, 1,700, \$7.20@7.23; October, 300, \$6.68@6.69. Total sales, 11,300. Futures closed 1 advance to 4 decline. Prime crude, \$5.86@5.93.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

COTTONSEED OIL SITUATION.

(Special Letter to The National Provisioner from Aspegren & Co.)

New York, Feb. 10.—Further liquidation of March oil during the week has affected prices of all options, March suffering to the extent of some twelve points, while the later deliveries only worked down some six points. Switching of nearby deliveries to the later ones constituted the greater part of the trading, at one time as high as 17 points being paid to carry March to May.

Crude oil has followed the decline in refined to practically the same extent, sales being reported in the Southeast as low as \$5.87, in the Valley at \$6, and Texas \$5.80. A little more pressure to sell seems to be shown. Consumptive buying by both Europe and America during the week, while not of large proportions is still a trifle better, confined principally to the better grades. The outlook is rather uncertain and will probably

depend on the amount of March oil that will have to be taken care of. We quote today as follows: Prime summer yellow cottonseed oil, February, \$6.98 bid, \$6.99 asked; March, \$6.97 bid, \$6.98 asked; May, \$7.12 bid, \$7.13 asked; July, \$7.18 bid, \$7.20 asked; September, \$7.17 bid, \$7.19 asked; October, \$6.69 bid, \$6.70 asked; November, \$6.39 bid, \$6.41 asked. We further quote: Prime winter yellow cottonseed oil, \$7.35; prime summer white cottonseed oil, \$7.40; good off summer yellow cottonseed oil, \$6.95; off summer yellow cottonseed oil, \$6.95; Hull quotation of English cottonseed oil, 28s. 6d.

NO RULES COMMITTEE MEETING.

It is not likely that there will be any advance meeting of the Rules Committee of the Inter-State Cotton Seed Crushers' Association this year. The following communication from Vice-president B. F. Taylor, as chairman of the committee, explains the situation:

The constitution provides for a meeting of the Rules Committee in advance of the meeting of the association, for the purpose of considering any changes or amendments to the existing rules governing transactions in cotton seed products. The expense connected with the meeting of the Rules Committee is very considerable, and unless some changes are proposed I do not deem it advisable to have a meeting of the Rules Committee except by correspondence. You are, therefore, requested to notify me at once if you have any change to propose, and if so I will, in deference to the by-laws, have the meeting as usual. You are earnestly requested to send in any proposed changes before March 1.

Yours very truly,
B. F. TAYLOR, Chairman.

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SOUTHERN MARKETS

Columbia.

(Special Wire to The National Provisioner.)

Columbia, S. C., Feb. 10.—Forty-four and a half cents bid for crude cottonseed oil, any shipment.

Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., Feb. 10.—Crude cottonseed oil, 44½c. to 45c. Meal rather dull, \$29, f. o. b., mills. Hulls, \$10, Atlanta, loose.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Feb. 10.—Cottonseed oil market dull; prime crude, 46c. Prime 8 per cent. meal easier at \$29.50 to \$29.75. Hulls steady, \$9.50 to \$9.75 loose.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Feb. 10.—Crude cottonseed oil unchanged at 44½c. bid, 45c. asked; mills offering sparingly. Meal lower, \$34.25, long ton, ship side. Cake barely steady at \$33.50, long ton, ship side. Hulls lower, \$10.75 loose, \$12.50 sacked.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, Feb. 10.—Oil market quiet and easy, \$5.86 to \$6. Choice loose cake, \$30, f. o. b., Galveston.

CABLE MARKETS

Hamburg.

(By Cable to The National Provisioner.)

Hamburg, Feb. 10.—Market is steady. Quotations: Prime summer yellow, 91½ marks; choice butter oil, 75½ marks; choice summer white, 75 marks.

Rotterdam.

(By Cable to The National Provisioner.)

Rotterdam, Feb. 10.—Market is steady. Quotations: Choice summer white, 43½ florins; prime summer yellow, 41½ florins; choice butter oil, 44 florins.

Antwerp.

(By Cable to The National Provisioner.)

Antwerp, Feb. 10.—Market is nominal. Quotations: Off oil, 79 francs.

Marseilles.

(By Cable to The National Provisioner.)

Marseilles, Feb. 10.—Market is steady. Quotations: Prime summer yellow, 89 francs; prime winter yellow, 89½ francs.

Liverpool.

(By Cable to The National Provisioner.)

Liverpool, Feb. 10.—Market is easy. Quotations: Prime summer yellow, 34½s.

COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported up to February 9, 1910, and for the period since September 1, 1909, and for the same period 1908-9, were as follows:

From New York.

Port.	For week.	Since Sept. 1, 1909.	Same period, 1908-9.
Aalesund, Norway	—	50	50
Aberdeen, Scotland	—	—	25
Acajutla, Salvador	—	13	62
Alexandria, Egypt	614	1,296	1,291
Algiers, Egypt	—	748	3,240
Algoa Bay, Cape Colony	26	102	232
Amapala, Honduras	—	67	—
Amsterdam, Holland	—	—	50
Ancona, Italy	—	706	1,590
Antigua, W. Indies	—	86	51
Antwerp, Belgium	—	1,005	1,760
Auckland, New Zealand	—	187	138
Aux Cayes, Haiti	—	3	—
Ayua, W. I.	—	—	102
Bahia, Brazil	—	38	—
Barbados, W. I.	—	604	474
Bari, Italy	—	—	125
Beira, E. Africa	—	41	—
Belrut, Syria	—	—	143
Belfast, Ireland	—	25	45
Belize, B. Honduras	—	—	124
Bergen, Norway	23	55	325
Biscaglia, Italy	—	—	25
Bissao, Portuguese Guinea	—	—	5
Bombay, India	—	7	—
Bordeaux, France	—	50	1,763
Braila, Roumania	—	340	216
Bremen, Germany	—	—	375
Bridgetown, W. I.	—	—	60
Brisbane, Australia	—	—	10
Bristol, England	—	—	75
Buenos Aires, Arg. Rep.	239	2,014	4,259
Bukharest, Roumania	—	—	125
Calbarien, Cuba	—	33	—
Cairo, Egypt	222	246	—
Callao, Peru	—	354	5
Calcutta, India	—	5	—
Cape Town, Cape Colony	—	1,343	801
Cardenas, Cuba	—	8	6
Cardiff, Wales	—	—	35
Cartagena, Colombia	—	—	4
Carupano, Venezuela	—	4	24
Cayenne, Fr. Guiana	—	344	133
Christiania, Norway	135	2,049	1,121
Christiansand, Norway	—	—	100
Cienfuegos, Cuba	—	99	88
Ciudad Bolivar, Venezuela	—	4	50
Colon, Panama	58	1,074	746
Constantinople, Turkey	87	6,207	18,758
Copenhagen, Denmark	200	1,480	710
Corinto, Nicaragua	—	—	24
Cork, Ireland	—	200	—
Cristobal, Panama	7	10	—
Curacao, Leeward Islands	—	28	—
Dantzig, Germany	—	430	100
Dedegatch, Turkey	—	325	1,323
Delagoa Bay, E. Africa	—	344	123
Demerara, Br. Guiana	86	1,109	1,328
Dominica, W. I.	—	77	—
Drontheim, Norway	50	310	200
Dublin, Ireland	200	2,974	1,716
Dundee, Scotland	—	—	25
Dunkirk, France	—	600	115
E. London, Cape Colony	—	—	39
Fiume, Austria	—	—	200
Galatz, Roumania	—	2,717	2,741
Genoa, Italy	480	9,114	20,896
Georgetown, Br. Guiana	—	—	10
Gibara, Cuba	—	—	7
Gibraltar, Spain	—	159	160
Glasgow, Scotland	—	1,450	1,675
Gothenberg, Sweden	—	1,100	300
Grenada, W. Indies	—	—	11
Guadeloupe, W. I.	55	1,386	1,461
Guantanamo, Cuba	—	40	70
Halifax, N. S.	—	—	24
Hamburg, Germany	—	2,565	8,232
Hango, Russia	—	—	20
Havana, Cuba	122	1,705	741
Havre, France	—	3,650	8,677
Helsingfors, Finland	—	10	20
Hull, England	—	615	170
Inagua, W. I.	—	—	7
Jacmel, Haiti	—	3	—
Jamaica, W. I.	—	125	—
Kavala, Turkey	—	—	200
Kingston, W. I.	50	1,700	1,658
Kobe, Japan	—	—	25
Koenigsberg, Germany	—	—	50
Kustendji, Roumania	275	1,650	4,900
La Guaira, Venezuela	—	12	139
La Libertad, Labrador	—	—	51
Leghorn, Italy	175	3,114	8,386
Liverpool, England	—	4,269	3,390
London, England	—	6,024	5,392
Macoris, San Domingo	—	77	279
Malmo, Sweden	—	250	180
Malta, Island of	50	900	1,191
Manaos, Brazil	—	6	—
Manchester, England	—	1,580	1,295
Manzanillo, Cuba	—	177	40
Maracaibo, Venezuela	—	51	168
Marseilles, France	—	6,100	24,402
Martinique, W. Indies	—	2,899	1,631
Matanzas, W. I.	—	86	5
Mauritius, Island of	—	—	24
Mazatlan, Mexico	—	—	44
Melbourne, Australia	—	70	174
Messina, Sicily	—	—	30
Monrovia, Liberia	—	—	14
Montego Bay, W. Indies	—	23	—
Monte Cristi, San Dom.	—	368	—
Montevideo, Uruguay	295	2,403	1,704
Naples, Italy	—	2,794	3,423
Newcastle, England	—	—	25
Nuevitas, Cuba	—	—	44
Oran, Algeria	—	453	687
Palermo, Sicily	—	—	450
Panama, Panama	—	—	22
Panderma, Asia	—	28	118
Para, Brazil	—	346	12
Paramaribo, Dutch Guiana	—	12	—
Patras, Greece	—	—	200
Phillippeville, Algeria	—	—	150
Piraeus, Greece	—	—	25
Point a Pitre, W. I.	—	—	249

SCIENTIFIC

OIL MILL MACHINERY

SEND FOR CATALOGUE

THE FOOS MFG. CO.

ESTABLISHED 1878

SPRINGFIELD, OHIO, U.S.A.

COTTONSEED OIL IN SOUTHEASTERN EUROPE

By JULIEN L. BRODE, Special Agent U. S. Bureau of Manufactures.

HIGH IMPORT DUTY IN SERBIA.

The present duty on cottonseed oil in Serbia is 25 dinars per 100 kilos (1 dinar = 19.3 cents; 1 kilo = 2.2 pounds) as compared with 18 dinars per 100 kilos on olive, peanut, and sesame oils, and 20 dinars per 100 kilos on sunflower oil. In addition, there is a consumption tax of 20 dinars per 100 kilos, or nearly 1.8 cents per pound on all edible oils. This brings the total duty on cottonseed oil up to 45 dinars per 100 kilos, or 3.9 cents per pound, before it can be sold to the consumers.

Even with these taxes, cottonseed oil has an annual sale of about 5,000 barrels, or more than any of its competitors. It is popular with the people. One government official said that cottonseed oil was thought to be unhealthy, and for that reason the higher duty was imposed in order to check its sale in Serbia.

Most of the cottonseed oil used here is American, but is sold in this market by European importers, the bulk of it coming through the ports of Trieste, Fiume and Saloniki. However, some business is going on directly with American exporters.

A shipment of oil had just arrived at Belgrade from New Orleans. The buyer was pleased with the quality, but was complaining about the excess tare marked on the barrels, and said that the empty barrels were running five to seven pounds heavier than the marked weights. As considerable of the shipment was yet to be weighed, the writer asked to be allowed to witness the weighing of a few of the barrels, these to be selected indiscriminately from the lot. This was done, and while the gross weights held up within the one per cent. allowed, the actual tare, after the barrels had been well emptied, was between six and seven pounds in excess of the marked tare.

Allowing two pounds for the oil that is necessarily retained in the wood of the barrels, which in this case is ample, the actual tare was in excess of the marked tare four to five pounds per barrel. If the entire shipment was this much short (and the list of tare weights of the number of barrels which had been weighed indicated it would be), the total would amount to considerable. A similar complaint was made to the writer at Marseilles. The refiners should instruct the men who mark the tare on the barrels to be more careful, as such annoyances to new buyers may lead them to cease handling the product.

Manufacture of Cottonseed Oil.

There is one cottonseed oil mill in Serbia, at Belgrade. This has a daily capacity of about 12½ barrels. The machinery used is of the screw expeller type, which the proprietor had bought of Krupp, in Germany, who, he says, claims to have the European right to make such machinery. The lintless Egyptian and Turkish seed from around Saloniki is used. The seed is first warmed in steam before being pressed. The manager said that he only leaves about five and one-half to six per cent. of oil in the meal, and claims to have a secret process. The writer was not permitted to go through the plant. The proprietor stated that he was now endeavoring to interest some capital in his factory, so that its capacity could be doubled. He wants to remove the plant to a more favorable point on the Danube, and erect in connection with it a mill for making oak barrels and a compound-lard plant.

The manager of the cotton oil mill in Belgrade is hopeful of an early increase in duty on cottonseed oil from 25 dinars minimum to 50 dinars minimum. This, he said, would enable him to increase his profits, although he admitted his output could not supply all of the present demands.

In Serbia, as in Russia, the natives do not take to oil meal and cake. The cotton-

seed meal made by this mill is shipped to Germany, and some even to Hull, England. Should the farmers of Serbia and adjacent regions be led to adopt the modern methods in stock feeding, as practiced by progressive agriculturists in western Europe and the United States, great financial benefits would result to them. They have all of the prerequisites, large plains, plenty of grain and cattle, and now cottonseed meal. There is a great export trade in live stock to many parts of Europe, and this could be converted into excellent beef, packed meats, etc., were the people sufficiently progressive to adopt modern methods.

The United States is entitled to the most-favored nation treatment in Serbian markets. The chief of customs said the question of putting cottonseed oil imported as a comestible on the same footing as other table oils had never before been brought to the attention of their government.

The good points of this oil were outlined to the chief of customs and a sample was sent to him, so that he could observe by actual tests its good cooking and salad-dressing qualities, and it is hoped that cottonseed oil will soon be permitted to enter at the same rate of duty, 18 dinars per 100 kilos, as is imposed upon other comestible oils.

BULGARIA BARS EDIBLE OIL.

Bulgaria imports annually about 18,000 barrels of comestible oils composed mostly of olive oil, sunflower seed oil, sesame oil, and arachis oil, amounts being in the order named. Practically no cottonseed oil is imported. The Bulgarian tariff contains a provision that no cottonseed oil can enter Bulgaria without having been first denatured. About seven years ago a shipment of very inferior cottonseed oil was shipped into Bulgaria from some European mill, and a number of peasants were made sick by it. From the description of this oil, it must have been rancid crude oil. When the present tariff was drawn up the stipulation for denaturing was imposed against the cottonseed oil, and inasmuch as this clause in the tariff has never since been seriously complained against it has never been removed.

The duty on denatured cottonseed oil in Bulgaria is 15 leva per 100 kilos (1 lev = 19.3 cents, 1 kilo 2.2 pounds), while that on olive oil and other comestible vegetable oils is only 10 leva per 100 kilos. This places the cottonseed oil at a severe disadvantage, even if the denaturation clause against it did not exist in the tariff. There is a heavy excise tax in addition, but this is the same on all of the oils. Average samples of cottonseed oil have been sent to the Bulgarian official chemist for analysis to verify its wholesomeness.

American Opportunities in Bulgaria.

There is practically no comestible oil produced in Bulgaria, and should the restrictions against cottonseed oil be removed, it is thought that the greater percentage of the annual importations of comestible oils will be replaced by cottonseed oil. For this reason it is advisable for American refiners to appoint agents in Bulgaria now, and be prepared to exploit the market.

The annual export trade amounts to over \$22,000,000, and the annual import trade amounts to about \$26,000,000. Of this business the United States gets very little. The main reason, perhaps is because there is no United States consular officer stationed in the country to report on trade conditions and submit the names of desirable agents soliciting American trade. Another reason is that the market has never been exploited by Americans. There are about 4,000,000 people in Bulgaria, and now that it is an independent kingdom, the natural resources will be developed, and internal improvements will be carried on rapidly. The country is rich in minerals, and mining concessions are now being granted to syndicates.

Port Antonio, Jamaica	—	26	33
Port au Prince, W. I.	—	31	62
Port Barrios, C. A.	—	28	63
Port Cabello, Venezuela	—	73	84
Port Limon, Costa Rica	12	302	163
Port Maria, Jamaica	—	8	—
Port Natal, Cape Colony	—	—	66
Port of Spain, W. I.	—	—	20
Port Said, Egypt	—	19	315
Prevesa, Turkey	—	—	25
Progreso, Mexico	—	153	84
Puerto Plata, San Dom.	—	682	340
Punta Arenas, C. R.	—	32	—
Ravenna, Italy	—	900	2,549
Rio Janeiro, Brazil	38	1,635	2,368
Rosario, A. R.	—	19	—
Rotterdam, Holland	600	25,184	21,492
St. John, N. F.	—	26	48
St. Kitts, W. I.	26	239	165
St. Lucia, W. I.	—	—	77
St. Thomas, W. I.	—	26	21
Salonica, Turkey	25	1,121	3,576
Samana, San Dom.	—	—	156
Sanches, San Domingo	—	32	99
San Domingo City, San Dom.	—	204	888
San Jose, C. R.	—	—	17
Santiago, Cuba	—	323	287
Santos, Brazil	—	241	—
Savannah, Colombia	—	14	—
Sfax, Tunisia	—	—	47
Sierra Leone, Africa	—	41	—
Smyrna, Turkey	28	808	919
Souss, Tunisia	—	—	450
Southampton, England	—	850	300
Stavanger, Norway	—	19	—
Stettin, Germany	—	159	2,100
Stockholm, Sweden	50	277	50
Surinam, D. Guiana	—	14	8
Sydney, Australia	—	65	—
Syracuse, Sicily	—	25	—
Tampico, Mexico	—	250	51
Tonsberg, Norway	250	250	—
Trieste, Austria	—	100	9,900
Trinidad, Island of	8	100	157
Tunis, Algeria	—	—	1,368
Valparaiso, Chile	—	2,032	1,149
Varna, Bulgaria	—	85	—
Venice, Italy	—	6,731	20,849
Vera Cruz, Mexico	—	116	314
Wellington, N. Z.	—	—	89
Yokohama, Japan	—	10	18
Total	4,492	129,391	230,925

From New Orleans.

Antwerp, Belgium	—	250	5,596
Belfast, Ireland	—	483	575
Bordeaux, France	10	25	75
Bremen, Germany	—	75	3,470
Christiania, Norway	—	5,515	1,600
Coto, Panama	—	21	204
Copenhagen, Denmark	—	550	2,810
Genoa, Italy	—	25	450
Glasgow, Scotland	—	955	2,479
Gothenburg, Sweden	—	600	—
Hamburg, Germany	—	2,336	33,031
Havana, Cuba	—	267	1,397
Havre, France	—	302	1,907
Liverpool, England	—	200	9,790
London, England	—	2,250	10,091
Manchester, England	50	50	2,650
Marseilles, France	—	250	20,041
Naples, Italy	—	100	400
Odesa, Russia	—	—	50
Rotterdam, Holland	—	18,187	66,632
Santiago, Cuba	—	—	25
Stavanger, Norway	—	535	150
Trieste, Austria	—	—	6,570
Venice, Italy	—	600	—
Vera Cruz, Mexico	—	—	469
Total	60	33,606	170,422

From Galveston.

Antwerp, Belgium	—	—	500
Bremen, Germany	—	—	390
Christiania, Norway	—	—	50
Hamburg, Germany	—	392	1,220
Liverpool, England	—	750	—
Rotterdam, Holland	—	3,766	20,749
Vera Cruz, Mexico	—	—	5,923
Total	—	4,908	28,882

From All Other Ports.

Antwerp, Belgium	—	50	—
*Canada	—	11,847	12,046
Hamburg, Germany	—	175	—
Liverpool, England	—	—	20
Mexico (including overland)	3,364	33,130	57,626
Total	3,364	45,202	70,292

Recapitulation.

From New York	4,492	129,391	230,925
From New Orleans	60	33,606	170,422
From Galveston	—	4,908	28,882
From Baltimore	—	3,461	1,085
From Philadelphia	—	104	604
From Savannah	—	25,045	38,933
From Newport News	—	4,100	5,350
From Norfolk	—	4,925	8,825
From all other ports	3,364	45,202	70,292
Total	7,916	250,742	650,238

*Large exports of cottonseed oil to Canadian ports since Sept. 1, 1909, heretofore unreported, are this week included in the table of exports.

Watch the "Wanted and For Sale" page for business opportunities and equipment bargains.

HIDES AND SKINS

(Daily Hide and Leather Market)

Chicago.

PACKER HIDES.—Conditions remain unsettled and dull in the hide market and but little business is looked for at present. The cattle market is firmer and packers are talking about the light kill and are also pointing to the fact that hides in Europe do not decline. They expect more inquiry before long for hides, and more especially for spread native steers, owing to buyers having cleaned up this variety pretty well in New York. Tanners report that there is a more steady tone to leather of good tannages, but state that prices are being cut on experimental leather which is undesirable in quality. Buyers of hides believe that packers will continue to be free sellers of long haired winter hides and they expect to secure February and March salting at considerable reductions. Native steers are quiet and nominally unchanged at 15½¢. as per last sales of late January salting. There are more of these obtainable at 15¼¢, but no further sales are reported. Texas steers are quiet and nominal at around 15½¢@16¢. for heavies, 14½¢@15¢. for lights, and 13½¢@14¢. for extremes, but with an absence of sales there is no established market. Some packers, however, are reported to have offered January light Texas alone at 14½¢. Butt brands are unchanged. There are reports of some further sales of January's alone at 14½¢, but details concerning these transactions have not as yet been confirmed. Colorados are dull and weak at 14½¢. for January salting, with buyers' views under this price. Branded cows are considered quotable in a purely nominal way at from 12½¢@13¢. for January's, as last sales of back salting were at 13¢., and buyers bid less for later take off. Native cows are neglected and continue weak. Prices in a nominal way are not considered over 14¢. for heavies, and 13½¢. for lights for late salting hides, but in the absence of sales prices are not established. Packers are nominally talking ¼¢@½¢. over these figures. Native bulls are purely nominal at around 13¢. and branded bulls are in a similar shape at 12½¢.

COUNTRY HIDES.—The market is decidedly dull and conditions are still very much unsettled with all kinds of conflicting reports in circulation. There are a good many reports that some of the Chicago dealers are heavily loaded up with hides which these dealers state is not the case, although some of them admit that they have been accumulating what fall hides they could secure for some time past, and on these fall hides they expect to realize a fair profit when conditions get into better shape. Most of the Chicago dealers claim to be fairly busy in making deliveries on sales that were made last month. There is a wide difference of opinion on prices ranging anywhere from 11¢@12¢. for buffs, heavy cows, etc., but the market on everything is entirely nominal. The tanners as well as Chicago dealers are trying to get hides further down in the country. All weight cows at outside Western points are being nominally held at 11½¢., with buyers talking down to 11¢. Chicago freight for late receipts. Southwesterns are nominal around 10½¢. flat f. o. b. Missouri River for 25 lbs. and up hides, and some buyers talking even down to 10¢. on these. Buffs at Chicago are still quoted in a nomi-

nal way at 11½¢@11¾¢. in the absence of sales. The dealers claim that they are disposed to sell December and January buffs on hand at under 12¢., and state that bids of 11½¢. are still being declined, but admit that they might accept 11½¢. for lots including Southwesterns running a large percentage of seconds, and would also include Southwestern extremes with these if wanted. Dealers say they will hold fall buffs 13¢. Heavy cows are dull and in the absence of sales are quoted nominally at 11½¢@12¢. for January's. Extremes are quiet and nominal at 12¢@12½¢. for January's, consisting of regular Western hides, but poor lots of Southwestern extremes are offered at less and quoted from 11¼¢@11½¢. Heavy steers are nominal at 13¢. asked, and buyers' views around 12½¢. for late receipts. Heavy bulls are quiet and nominal at 10½¢@11¢. for late receipt stock with no sales. Branded hides are dull and easy with prices nominal at 10¢@11¢. flat as to lots.

CALFSKINS.—The market continues dull and weak. Western tanners are not disposed to make bids on present receipt long haired skins, and say they will wait for the new crop unless they can buy the long haired stock very low. In the absence of trading prices are nominal around 16¢@16½¢. for city and 15¢@15½¢. for country skins. Late receipt country kips range from 11¢@12¢. as to lots, but stock selling at the inside figure contains mostly long haired runners. Country light calf are dull and nominal at \$1 and deacons at 80¢.

SHEEPSKINS.—The market is dull and weak. Packers are freely offering their February sheep at \$1.70, but this price is not obtainable and pullers are reducing their bids. Packer sheep are not considered quotable over \$1.65, and packer lambs top at \$1.60. The country market is also dull and easy with different prices as to lots ranging from \$1 to \$1.45.

HORSEHIDES.—Best bids are \$3.75 for mixed lots of countries and cities.

New York.

DRY HIDES.—Nothing has developed in the market for common varieties, and there have been no sales of any account reported so far this week. Prices are being held firm by importers, but tanners are keeping out of the market. Some Quitos are reported under offer at 24½¢., but no sales of these are reported. Some recent sales of Central Americans to Hamburg, Germany, are reported to have been made at 22½¢. Bahia (Minas) hides are quoted nominal at 22¼¢. China hides are nominal at present, with no business reported in these.

WET SALTED HIDES.—There are no reports here as yet on this week's sale of San-sinena Frigorificos. It is reported, however, that a sale has been made of 6,000 Ken-merick Saladero steers, and from one source the price secured on these is reported at 15½¢. net, or figured out around 16¼¢. with commissions, etc., added. A sale was also reported made last Saturday and not previously reported of 4,000 January and February Campana Frigorifico steers at 16 12/16¢. net, or around 17¼¢. with commissions, and there is a report current that a late sale has been made of 4,000 Smithfield Frigorificos at around 17¢. with commissions, but this latter

transaction has not been confirmed. From late advices it would seem that the market at the River Plate was not as strong as was the case last week.

CITY PACKER HIDES.—No further sales are reported. Packers are anxious to move branded hides, and there are offerings of butt brands and Colorados of previous to January salting at 14½¢., but these have not been taken and buyers' views are less. Although some sales have recently been reported of January native steers at 15¼¢., some buyers' views are under 15¢.

COUNTRY HIDES AND CALFSKINS.—There is very little business being done in hides and the market is entirely nominal. It is learned that one car of Pennsylvania buffs all stuck throats and all No. 1's was sold here last week at 12½¢. selected, but buyers would not pay that figure now. There are some reports of there being good sized holdings of New York State hides, but the estimates are largely a matter of guess work. Some parties figure that the holdings of hides in the hands of all the dealers in the State of New York will figure up to close to 70,000 hides, and these parties claim that there are about 30,000 hides in the three cities of Buffalo, Rochester and Syracuse. Buyers talk that their views on car lots of nearby hides are not over 11¢. flat, but dealers ask more and the absence of sales' prices are nominal. Calfskins are generally dull and weak, but some of the local dealers are giving out sales of New York city's at prices that are high, considering the market. One dealer reports having sold a car of New York City skins at \$1.50, \$2.05 and \$2.45 and states that he knows another dealer sold two cars at \$1.55, \$2.05 and \$2.45. The strange part of this, however, is that the dealer reporting the sale at \$1.50, \$2.05 and \$2.45 admits having previously offered the skins at 5¢. less. Who the buyers were who paid these prices is not known, but it is known that the views of some very large buyers are from 10 to 15¢. apiece below the figures given above.

EUROPEAN MARKETS.—There are reports from some sources that the markets in Europe are easier and lower, and some parties state that they have offerings of some varieties at prices ¼¢. under figures asked last week. Reports here on the Berlin auction sales, however, stated that there was little change either way in hides, although calfskins declined about 5%.

Boston.

The market continues dull and nominal. One sale is reported of about two cars of back salting Ohio buffs at 12¼¢., but on late receipt buffs the market is quoted nominally top at 12¢., with buyers talking less. Extremes are also nominal at 12½¢@13¢. for late receipts. The market on Southern is also in nominal shape and quoted top at around 10¢.

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RET S OF

Chicago Section

Many a man has reason to be proud of his past—that it is passed.

Board of Trade memberships are \$3,025 net to the buyer; or \$2,825 net to the seller.

The Irish are not as easily jolled as some of these politicians would have us think.

As a rule three-thirds of a man's troubles wears a shirtwaist that buttons up the back.

Last heard of Hon. Morris Schwabacher he was watching the cherry trees blossom in Japan.

Ninety-nine per cent. of a cup of tea is water, and that ain't the only thing of which 99 per cent. is water.

Evidently Chicago is not contented with "rings on its fingers," but needs must have "rings" all around it.

And in the meantime the guileless farmer is looking foolish, exhibiting a nice open countenance like a cow.

Now that the Seine has subsided, isn't it about time the Kaw River was heard from? Kansas City papers please copy.

Swift & Company's sales of fresh beef in Chicago for the week ending Saturday, Feb. 5, averaged 8.22 cents per pound.

Wall Street is fast becoming like Lake Michigan water. At times it needs boiling, at other times muzzling, but mostly strangling.

It's a safe bet the "ham what am" will be the "ham what is" all right this summer, and don't you overlook it, either. And bacon will be bacon, and lard will be lard, too!

The meat boycott has so far resulted in the highest live stock weekly average prices in years: Cattle, \$6.10; hogs, \$8.50; sheep, \$5.90; lambs, \$8.30. How's that for a boycott?

The general opinion is that the reason why the necessities of life are so high is that the demand exceeds the supply. That being the case, demand needs to get hold of itself some, eh?

A whale is worth anywhere from \$3,300 to

\$4,000, but there's more money and less danger in raising hogs, the only danger attached to raising hogs being a possible automobile catastrophe.

Patrick Cudahy is a bull on provisions, and his opinion is worthy of consideration. W. L. Gregson, the provision expert, is a bull on provisions, and he is another seeker after actual bedrock facts.

One reader of The National Provisioner says the reason for the high price of food stuffs is the corners effected on cereals—wheat, corn, etc.—in which operators made millions by forcing prices skyhigh, and the public pays the piper. He struck one reason, anyhow.

There are already 2,987,584 reasons registered why the necessities of life are so high; 995,861 reasons are ascribed to the trust farmer; 995,861½ reasons are ascribed to the trust manufacturer; 995,861½ are ascribed to the retailer (he don't trust); and 1 to the lack of tillers of the soil and raisers of live stock.

Mike had laid off a week, and appeared at the end of that time, showing the scars of battle. The boss said: "Where the goodness gracious have you been, and what kept you so soon?" "Wint to a weddin' a week ago of a cousin of mine," said Mike, "and was sittin' in the front room all alone, the folks bein' upstairs preparing for the weddin', and the guests not yet arrived, when in walks a dude wid a bokay on his coat, his hair parted down the middle, a biled shirt on and his shoes shined. He strutted up an' down the room, admiring hisself in the glass now and

again, until I could stand it no longer, an' says I to him, says I: 'And who in blazes are you?' 'The bist man,' sez he. An' be-gorra, he was that!"

GREEN AND SWEET PICKLED. MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, Feb. 10.—Quotations on green and sweet pickled meats, f. o. b. Chicago loose, are as follows:

Regular Hams—Green, 10@12 lbs. ave., 13¼c.; 12@14 lbs. ave., 13c.; 14@16 lbs. ave., 13¼c.; 18@20 lbs. ave., 13¼@13½c. Sweet pickled, 10@12 lbs. ave., 12¾@12¾c.; 12@14 lbs. ave., 12¾c.; 14@16 lbs. ave., 12¾c.; 18@20 lbs. ave., 12¾c.

Skinned Hams—14@16 lbs. ave., 14c.; 16@18 lbs. ave., 14¼c.; 18@20 lbs. ave., 14¼c. Sweet pickled, 14@16 lbs. ave., 13¾c.; 16@18 lbs. ave., 14c.; 18@20 lbs. ave., 14¼c.

New York Shoulders—10@12 lbs. ave., 10½c. Sweet pickled, 10@12 lbs. ave., 10¾c.

Picnic Hams—5@6 lbs. ave., 9¾c.; 6@8 lbs. ave., 9¾c.; 8@10 lbs. ave., 9¾c. Sweet pickled, 5@6 lbs. ave., 9¾c.; 6@8 lbs. ave., 9¾c.; 8@10 lbs. ave., 9¾c.

Clear Bellies—6@8 lbs. ave., 14c.; 8@10 lbs. ave., 13¼c.; 10@12 lbs. ave., 13c.; 12@14 lbs. ave., 12¾c. Sweet pickled, 6@8 lbs. ave., 13¼c.; 8@10 lbs. ave., 13¼c.; 10@12 lbs. ave., 13¼c.; 12@14 lbs. ave., 13c.

CHICAGO FERTILIZER MARKETS.

(Special Letter to The National Provisioner.)

Chicago, Feb. 10.—The general market on fertilizers is if anything easier. Packers have been holding for \$2.80, and 10 for several weeks for high grade tankage, but have not been able to market any considerable tonnage at that price, and this week some have offered openly at \$2.75 and 10 for high-grade tankage, which is a discount of 5c. per unit. Blood, however, remains steady at \$2.95. There has been an increase in the price of cut bones. (Latest quotations will be found on page 37.)

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EDWIN C. PRICE, President

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CHICAGO LIVESTOCK

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Jan. 31.....	19,565	837	24,581	15,514
Tuesday, Feb. 1.....	4,497	1,106	18,236	10,241
Wednesday, Feb. 2.....	9,939	1,129	22,619	17,249
Thursday, Feb. 3.....	9,789	1,115	20,946	11,108
Friday, Feb. 4.....	4,311	791	38,517	5,488
Saturday, Feb. 5.....	700	50	16,000	2,000
Total this week.....	47,792	5,028	159,899	61,600
Previous week.....	34,462	5,628	116,794	72,901
Cor. week 1909.....	55,532	4,479	203,018	49,434
Cor. week 1908.....	64,152	4,740	210,089	74,631

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Jan. 31.....	6,870	51	8,832	2,849
Tuesday, Feb. 1.....	3,632	.....	2,614	2,405
Wednesday, Feb. 2.....	5,306	134	5,948	3,329
Thursday, Feb. 3.....	5,267	64	8,700	1,613
Friday, Feb. 4.....	3,545	32	10,988	1,524
Saturday, Feb. 5.....	500	20	4,000	200
Total this week.....	25,122	301	38,137	11,820
Previous week.....	27,635	354	16,503	13,603
Cor. week 1909.....	28,296	203	68,434	4,435
Cor. week 1908.....	32,313	193	96,338	23,585

CHICAGO TOTAL RECEIPTS LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Year to Feb. 5, 1910.....	300,351	700,140	872,899
Same period, 1909.....	328,490	1,018,226	336,630

Combined receipts of hogs at eleven points:

Week ending Feb. 5, 1910.....	416,000
Week previous.....	483,000
Year ago.....	556,000
Two years ago.....	717,000
Year to Feb. 5, 1910.....	2,637,000
Same period, 1909.....	3,656,000

Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:

	Cattle.	Hogs.	Sheep.
Week to Feb. 5, 1910.....	116,100	321,200	143,500
Week ago.....	155,400	322,800	154,700
Year ago.....	142,000	441,700	181,200
Two years ago.....	150,600	516,100	164,000

CHICAGO PACKERS' HOG SLAUGHTER.

Week ending Feb. 5, 1910:	
Armour & Co.....	25,900
Swift & Co.....	16,600
S. & S. Co.....	16,400
Morris & Co.....	8,500
Anglo-American.....	7,000
Boyd & Latham.....	7,900
Hammond.....	6,900
Western P. Co.....	6,100
Boore & Co.....	6,000
Roberts & Oake.....	4,900
Others.....	28,900
Totals.....	135,100
Previous week.....	109,400
Same week, 1909.....	143,500
Same week, 1908.....	157,500
Year to Feb. 5, 1910.....	597,600
Same period, 1909.....	799,000

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week Feb. 5, 1910.....	\$6.10	\$8.50	\$5.90	\$8.30
Last week.....	5.85	8.31	5.30	7.83
Year ago.....	5.85	8.37	4.95	7.40
Two years ago.....	5.35	4.42	5.05	6.85
Three years ago.....	5.55	7.02	6.23	7.25

CATTLE.

Good to prime steers.....	\$7.25@8.00
Fair to good steers.....	5.75@7.25
Common to fair heifers.....	5.00@5.75
Good to fancy yearlings.....	6.75@7.50
Good to choice beef cows.....	4.50@5.75
Medium to good beef cows.....	3.50@4.75
Inferior killers.....	3.75@4.75
Common to good cutters.....	2.75@3.40
Inferior to good canners.....	2.25@2.95

Good to choice heifers.....	5.00@6.00
Common to fair heifers.....	3.00@4.50
Butcher bulls.....	3.75@5.40
Bologna bulls.....	3.50@4.50
Canmer bulls.....	2.50@3.25
Good to choice calves.....	8.00@9.00
Medium calves.....	6.75@8.00
Heavy calves.....	4.50@5.25

HOGS.

Good to prime heavy.....	\$8.05@8.75
Good to prime medium-wt. butchers.....	8.55@8.70
Fair to good mixed.....	8.50@8.60
Fair to fancy light.....	8.45@8.60
Common to good light mixed.....	8.35@8.50
Pigs, 90 to 140 lbs.....	7.75@8.25
Boars, according to weight.....	5.00@6.00
Stags.....	9.10@9.60

SHEEP.

Feeding lambs.....	\$5.75@7.50
Native yearlings.....	6.00@8.50
Native wethers.....	5.00@6.85
Good to choice native ewes.....	4.75@6.50
Native lambs.....	7.75@9.05
Feeding ewes.....	4.00@5.75
Fed yearlings.....	6.00@8.50
Fed wethers.....	5.75@6.95
Fed lambs.....	7.75@9.05
Fall-clipped lambs.....	7.50@8.25

CHICAGO PROVISION MARKET

Range of Prices.

SATURDAY, FEBRUARY 5, 1910.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
May.....	\$21.90	\$22.10	\$21.85	\$22.02½
July.....	22.00	22.02½	21.92½	21.92½

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
May.....	12.05	12.10	12.05	12.07½
July.....	11.97½	12.07½	11.97½	12.05

RIBS—(Boxed, 25c. more than loose)—	Open.	High.	Low.	Close.
May.....	11.62½	11.77½	11.62½	11.75
July.....	11.75½	11.77½	11.72½	11.72½

MONDAY, FEBRUARY 7, 1910.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
May.....	22.10	22.30	22.10	22.20
July.....	21.97½	22.15	21.97½	22.02½

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
May.....	12.10	12.15	12.10	12.15
July.....	12.05	12.12½	12.05	12.10

RIBS—(Boxed, 25c. more than loose)—	Open.	High.	Low.	Close.
May.....	11.75	11.87½	11.75	11.82½
July.....	11.75	11.82½	11.75	11.82½

TUESDAY, FEBRUARY 8, 1910.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
May.....	22.25	22.45	22.25	22.42½
July.....	22.05	22.22½	22.05	22.20

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
May.....	12.15	12.25	12.12½	12.25
July.....	12.12½	12.22½	12.10	12.20

RIBS—(Boxed, 25c. more than loose)—	Open.	High.	Low.	Close.
May.....	11.80	11.90	11.82½	11.87½
July.....	11.82½	11.87½	11.80	11.87½

WEDNESDAY, FEBRUARY 9, 1910.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
May.....	22.45	22.52½	22.30	22.42½
July.....	22.20	22.22½	22.05	22.15

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
May.....	12.22½	12.25	12.15	12.25
July.....	12.22½	12.22½	12.10	12.20

RIBS—(Boxed, 25c. more than loose)—	Open.	High.	Low.	Close.
May.....	11.85	11.90	11.82½	11.85
July.....	11.87½	11.87½	11.77½	11.82½

THURSDAY, FEBRUARY 10, 1910.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
May.....	22.42	22.75	22.42	22.62
July.....	22.12	22.45	22.12	22.37

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
May.....	12.20	12.32	12.20	12.30
July.....	12.17	12.27	12.17	12.23

RIBS—(Boxed, 25c. more than loose)—	Open.	High.	Low.	Close.
May.....	11.85	11.92	11.82	11.87
July.....	11.80	11.92	11.80	11.90

FRIDAY, FEBRUARY 11, 1910.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
May.....	22.75	22.85	22.73½	22.80
July.....	22.50	22.50	22.42½	22.60

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
May.....	12.35	12.40	12.35	12.40
July.....	12.35	12.35	12.27½	12.35

RIBS—(Boxed, 25c. more than loose)—	Open.	High.	Low.	Close.
May.....	11.97½	12.02½	11.97½	12.07½
July.....	12.00	12.00	11.97½	12.02½

†Bid. ‡Asked.

CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Terry & Son, 41st and Halsted Streets.)

Native Rib Roast.....	12½¢ @20
Native Sirloin Steaks.....	14¢ @22
Native Porterhouse Steaks.....	20¢ @25
Native Pot Roasts.....	10¢ @14
Rib Roasts from light cattle.....	8¢ @13½
Beef Stew.....	9¢ @12½
Boneless Corned Briskets, Native.....	13½¢ @14
Corned Rumps, Native.....	10¢ @12½
Corned Ribs.....	8¢ @8
Corned Flanks.....	12½¢ @18
Round Steaks.....	12½¢ @15
Round Roasts.....	12½¢ @15
Shoulder Steaks.....	12¢ @14
Shoulder Roasts.....	11¢ @11
Shoulder Neck End, Trimmed.....	8¢ @8
Roiled Roast.....	14¢ @18

Lamb.

Hind Quarters, fancy.....	16¢ @18
Fore Quarters, fancy.....	12½¢ @16
Legs, fancy.....	18¢ @20
Stew.....	10¢ @12½
Shoulders.....	10¢ @12½
Chops, Ribs and Loins.....	22¢ @25
Chops, Frenched, each.....	10¢ @18

Mutton.

Legs.....	8¢ @15
Stew.....	6¢ @12½
Shoulders.....	10¢ @10
Hind Quarters.....	10¢ @14
Fore Quarters.....	10¢ @10
Rib and Loins Chops.....	10¢ @20

Pork.

Pork Loins.....	15¢ @15
Pork Chops.....	10¢ @16
Pork Shoulders.....	14¢ @14
Pork Tenders.....	35¢ @35
Pork Butts.....	15¢ @15
Spare Ribs.....	12½¢ @12½
Blades.....	10¢ @10
Hocks.....	13½¢ @13½
Pigs' Heads.....	5¢ @5
Leaf Lard.....	16¢ @16

Veal.

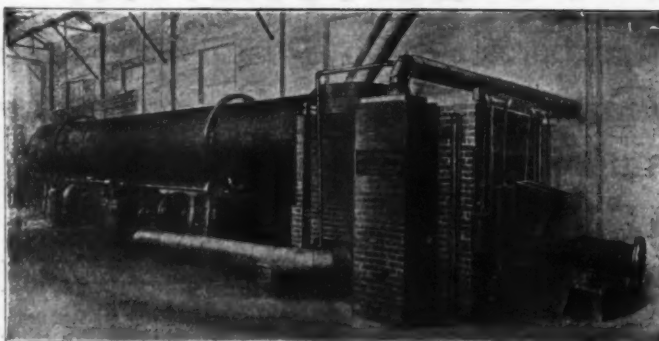
Hind Quarters.....	13¢ @14
Fore Quarters.....	10¢ @14½
Legs.....	14¢ @14
Breasts.....	9¢ @12½
Shoulders.....	10¢ @12
Cutlets.....	20¢ @20
Rib and Loins Chops.....	14¢ @20

Butchers' Offal.

Suet.....	4¢ @4
Tallow.....	4¢ @4
Bone.....	1¢ @1
Califskins, 8 to 15 lbs.....	16¢ @16
Califskins, under 8 lbs. (deacons).....	8¢ @8

AUTOMATIC
IMPROVED

TANKAGE PRESSES AND DRYERS

Economical Efficient
Great CapacitySAVING IN LABOR ALONE IN ONE YEAR WILL
OFFSET COST TO INSTALLFor Tankage, Blood, Bone, Fertilizer, all Animal and
Vegetable Matter. Installed in the largest packing-
houses, fertilizer and fish reduction plants in the world.

Send for Catalogue T. B.

American Process Co.

68 William St., - - New York

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Good native steers	10	@11 1/4
Native steers, medium	9	@ 9 1/4
Heifers, good	8 1/2	@ 9 1/4
Cows	7	@ 8
Hind Quarters, choice	7	@ 13
Fore Quarters, choice	6	@ 8 1/2

Beef Cuts.

Cow Chunks	6	@ 7
Steer Chunks	7 1/2	@ 8
Boneless Chunks	7 1/2	@ 7
Medium Plates	5	@ 5 1/2
Steer Plates	5	@ 7
Cow Rounds	6 1/2	@ 7 1/2
Steer Rounds	8	@ 12 1/2
Cow Loins, Heavy	8 1/2	@ 12 1/2
Steer Loins, Heavy	8 1/2	@ 12 1/2
Beef Tenderloins, No. 1	13	@ 25
Beef Tenderloins, No. 2	13	@ 22
Strip Loins	7 1/2	@ 8
Sirloin Butts	9	@ 12
Shoulder Clods	8	@ 8
Rolls	7	@ 9 1/2
Rump Butts	7	@ 10 1/2
Trimnings	4 1/2	@ 6
Shank	4 1/2	@ 5
Cow Ribs, Common, Light	7 1/2	@ 7 1/2
Cow Ribs, Heavy	10 1/2	@ 10 1/2
Steer Ribs, Light	13	@ 13
Steer Ribs, Heavy	16 1/2	@ 16 1/2
Loin Ends, steer, native	10	@ 10
Loin Ends, cow	10	@ 10
Hanging Tenderloins	8	@ 11
Flank Steak	8	@ 11
Hind Shanks	8	@ 8 1/2

Beef Offal.

Livers	5 1/2	@ 5 1/2
Hearts	5	@ 5
Tongues	12	@ 12
Sweetbreads	24	@ 24
Ox Tail, per lb.	6 1/2	@ 6 1/2
Fresh Tripe, plain	2 1/2	@ 2 1/2
Fresh Tripe, H. C.	4 1/2	@ 4 1/2
Brains	6	@ 6
Kidneys, each	5 1/2	@ 5 1/2

Veal.

Heavy Carcass Veal	8	@ 8 1/2
Light Carcass	10	@ 10
Good Carcass	13	@ 13
Good Saddle	14 1/2	@ 14 1/2
Medium Racks	9	@ 9
Good Racks	11 1/2	@ 11 1/2

Veal Offal.

Brains, each	6	@ 6
Sweetbreads	25	@ 25
Plucks	45	@ 45
Heads, each	20	@ 20

Lamb.

Medium Caul	11 1/2	@ 11 1/2
Good Caul	12 1/2	@ 12 1/2
Round Dressed Lamb	14 1/2	@ 14 1/2
Saddles, Caul	14	@ 14
R. D. Lamb Racks	11	@ 11
Caul Lamb Racks	10	@ 10
R. D. Lamb Saddle	16	@ 16
Lamb Fries, per pair	9	@ 9
Lamb Tongues, each	5	@ 5
Lamb Kidneys, each	3	@ 3

Mutton.

Medium Sheep	8 1/2	@ 9
Good Sheep	10	@ 10
Medium Saddle	11 1/2	@ 12
Good Saddle	12 1/2	@ 12 1/2
Medium Racks	7	@ 7
Good Racks	7 1/2	@ 7 1/2
Mutton Legs	12 1/2	@ 12 1/2
Mutton Loins	8 1/2	@ 8 1/2
Mutton Stew	7 1/2	@ 7 1/2
Sheep Tongues, each	5	@ 5
Sheep Heads, each	5	@ 5

Fresh Pork, Etc.

Dressed Hog	11 1/2	@ 12
Pork Loins	12 1/2	@ 12 1/2
Leaf Lard	12 1/2	@ 12 1/2
Tenderloins	28	@ 28
Spare Ribs	10 1/2	@ 10 1/2
Butts	11 1/2	@ 11 1/2
Hocks	8	@ 8
Trimnings	10 1/2	@ 10 1/2
Tails	7 1/2	@ 7 1/2
Snouts	7	@ 7
Pigs' Feet	4 1/2	@ 4 1/2
Pigs' Heads	6 1/2	@ 6 1/2
Blade Bones	6	@ 6
Cheek Meat	7	@ 7
Hog Plucks, each	7	@ 7
Neck Bones	4 1/2	@ 4 1/2
Skinned Shoulders	11 1/2	@ 11 1/2
Pork Hearts, each	5	@ 5
Pork Kidneys, per lb.	4	@ 4
Pork Tongues	11	@ 11
Stip Bones	5 1/2	@ 5 1/2
Tail Bones	6	@ 6
Brains	6	@ 6
Backfat	13	@ 13
Hams	14 1/2	@ 14 1/2
Celars	11 1/2	@ 11 1/2
Belles	13 1/2	@ 13 1/2
Shoulders	11 1/2	@ 11 1/2

SAUSAGE.

Columbia Cloth Bologna	8	@ 8
Bologna, large, long, round and cloth	7 1/2	@ 7 1/2
Choice Bologna	8 1/2	@ 8 1/2
Viennas	10	@ 10

Frankfurters	10	@ 10
Blood, Liver and Headcheese	8	@ 8
Tongue	12	@ 12
White Tongue	11	@ 11
Mixed Sausage	15	@ 15
Prepared Sausage	15	@ 15
New England Sausage	15	@ 15
Compressed Luncheon Sausage	15	@ 15
Special Compressed Ham	15	@ 15
Berliner Sausage	11	@ 11
Boneless Butts in casings	10	@ 10
Oxford Butts in casings	10 1/2	@ 10 1/2
Polish Sausage	9 1/2	@ 9 1/2
Smoked Sausage	10	@ 10
Farm Sausage	15	@ 15
Pork Sausage, bulk or link	11	@ 11
Pork Sausage, short link	12	@ 12
Special Prepared Sausage	11	@ 11
Boneless Pigs' Feet	8	@ 8
Hams, Bologna	8	@ 8

Summer Sausage.

Best Summer, H. C., Medium Dry	10	@ 10
German Salam, Medium Dry	10	@ 10
Italian Salam, Medium Dry	14	@ 14
Holsteiner	14	@ 14
Mettwurst, New	15 1/2	@ 15 1/2
Farmer	15 1/2	@ 15 1/2
Monarque Cervelat, H. C.	15	@ 15

Sausage in Oil.

Smoked Sausage, 1-50	5.50	
Smoked Sausage, 2-20	5.00	
Bologna, 1-50	5.00	
Bologna, 2-20	4.50	
Frankfurt, 1-50	5.50	
Frankfurt, 2-20	5.00	

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	59.75	
Pickled Plain Tripe, in 200-lb. barrels	5.00	
Pickled H. C. Tripe, in 200-lb. barrels	7.50	
Pickle Ox Lips, in 200-lb. barrels	14.00	
Pickled Pigs' Snouts, in 200-lb. barrels	—	
Lamb Tongues, Short Cut, barrels	52.00	

CORNED, BOILED AND ROAST BEEF.

1 lb., 2 doz. to case	Per doz.	\$1.75
2 lbs., 1 or 2 doz. to case	Per doz.	3.00
4 lbs., 1 doz. to case	Per doz.	—
6 lbs., 1 doz. to case	Per doz.	11.55
14 lbs., 1/2 doz. to case	Per doz.	25.85

EXTRACT OF BEEF.

1-oz. jars, 1 doz. in box	Per doz.	\$2.25
2-oz. jars, 1 doz. in box	Per doz.	3.55
4-oz. jars, 1 doz. in box	Per doz.	4.50
8-oz. jars, 1/2 doz. in box	Per doz.	11.00
16-oz. jars, 1/4 doz. in box	Per doz.	22.00
2, 5 and 10-lb. tins	Per lb.	\$1.75

BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. bbls.	@15.00
Plate Beef	@14.00
Prime Mess Beef	@12.00
Extra Mess Beef	@11.00
Beef Hams (220 lbs. to bbl.)	—
Rump Butts	@18.00
Mess Pork	@22.00
Clear Fat Backs	@25.00
Family Back Pork	@25.50
Bean Pork	@20.00

LARD.

Pure leaf, kettle rendered, per lb., tes.	@15 1/2
Pure lard	@14 1/2
Lard substitutes, tes.	@10 1/2
Lard, compound	@10 1/2
Cooking oil, per gal., in barrels	@62
Barrels, 1/4 c. over tierces; half barrels, 1/4 c. over tierces; tubs and pails, 10 to 80 lbs., 1/4 to 1 c. over tierces.	—

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago	15 1/2	@ 10 1/2
Cooks' and bakers' shortening, tubs	13	@ 14

DRY SALT MEATS.

(Boxed. Loose are 1/4 c. less.)		
Clear Bellies, 14@16 avg.	@13 1/2	
Clear Bellies, 18@20 avg.	@13 1/2	
Rib Bellies, 18@20 avg.	@13 1/2	
Fat Backs, 12@14 avg.	@12 1/2	
Regular Plates	@12 1/2	
Short Clears	—	
Butts	@11 1/2	
Bacon meats, 1 c. more.	—	

WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	@16 1/2
Hams, 16 lbs., avg.	@16 1/2
Skinned Hams	@16 1/2
Calas, 4@6 lbs., avg.	@11 1/2
Calas, 6@12 lbs., avg.	@11 1/2
New York Shoulders, 8@12 lbs., avg.	—
Breakfast Bacon, fancy	@21
Wide, 10@12 avg., and strip, 5@6 avg.	@17 1/2
Wide, 6@8 avg., and strip, 3@4 avg.	@17 1/2
Rib Bacon, wide, 8@12, strip, 4@6 avg.	@15 1/2
Dried Beef Seta	@16 1/2
Dried Beef Sides	@19
Dried Beef Knuckles	@18 1/2
Dried Beef Outlets	@18 1/2
Regular Rolled Hams	@21
Smoked Boiled Hams	@22
Boiled Calas	@17 1/2
Cooked Loin Rolls	@23
Cooked Rolled Shoulders	@17 1/2

SAUSAGE CASINGS.

F. O. B. CHICAGO.

Rounds, per set	@16 1/2
Export Rounds	@21
Middles, per set	@16
Beef bungs, per piece	16 1/2 @ 17
Hog casings, as packed	@20
Hog casings, free of salt	@20
Hog middles, per set	@12
Hog bungs, export	@13
Hog bungs, large medium	@ 8
Hog bungs, prime	@ 5
Hog bungs, narrow	@ 3
Imported wide sheep casings	@20
Imported wide sheep casings	—
Imported medium sheep casings	@20
Beef wensands	7 1/2 @ 25
Beef bladders, medium	—
Beef bladders, small, per doz.	—
Hog stomachs, per piece	@ 4 1/2

FERTILIZERS.

Dried blood, per unit	@2.95
Hoof meal, per unit	2.71 @ 2.80
Concentrated tankage	2.70 @ 2.75
Ground tankage, 12%	@2.75 and 10c.
Ground tankage, 11%	@2.75 and 10c.
Ground tankage, 10%	@2.75 and 10c.
Crushed tankage, 9 and 20%	@2.50 and 10c.
Ground tankage, 6 and 35%	@21.00
Ground raw bone, per ton	@24.00
Ground steam bone, per ton	19.00 @ 20.00
Unground tankage, per ton less than ground	@50c.

HORNS, HOOFS AND BONES.

Horns, No. 1, 65@70 lbs., aver.	@200.00
Horns, black, per ton	25.00 @ 26.00
Horns, striped, per ton	40.00 @ 42.50
Horns, white, per ton	60.00 @ 55.00
Flat shin bones, 55-60 lbs., aver., per ton	@ 60.00
Round shin bones, 38-40 lbs., av., per ton	65.00 @ 67.50
Round shine bones, 50-52 lbs., av., per ton	70.00 @ 75.00
Long thigh bones, 90-95 lbs., av., per ton	92.50 @ 95.00
Skulls, jaws and knuckles, per ton	26.00 @ 27.00

LARD.

Prime steam, cash	@12.25
Prime steam, loose	@11.90
Leaf	@11.50
Compound	10 @ 10 1/2
Neutral lard	@ 13 1/2

STEARINES.

Pine oleo	15 @ 15 1/2
Oleo No. 2	nom @ 13
Mutton	@ 13 1/2
Tallow	8 1/2 @ 8 1/2
Grease, yellow	6 1/2 @ 7
Grease, A white	7 @ 7 1/2

OILS.

Lard oil, extra, winter strained, tierces	@90
Extra No. 1 lard oil	68 @ 70
No. 1 lard oil	60 @ 62
No. 2 lard oil	58 @ 60
Oleo oil, extra	@12
Oleo oil, No. 2	12 1/2 @ 13
Oleo stock	@12
Neatsfoot oil, pure, bbls.	70 @ 72
Acidless tallow oil, bbls.	@65
Corn oil, loose	@5.80

TALLOW.

Edible	9 @ 9 1/2
Prime city	7 1/2 @ 7 1/2
No. 1 Country	6 1/2 @ 7
Packers' prime	7 1/2 @ 7 1/2
Packers' No. 1	6 1/2 @ 6 1/2
Packers' No. 2	6 1/2 @ 6 1/2
Renderers' No. 1	6 1/2 @ 6 1/2

GREASES.

White, choice	8 1/2 @ 8 1/2
White, "A"	7 1/2 @ 8
White, "B"	7 1/2 @ 7 1/2
Bone	6 1/2 @ 6 1/2
House	6 1/2 @ 6 1/2
Yellow	6 1/2 @ 6 1/2
Brown	6 @ 6 1/2
Glue Stock	6 @ 6 1/2
Garbage grease	@ 6

COTTONSEED OILS.

P. S. Y., loose	51 @ 51 1/2
P. S. Y., soap grade	@50 1/2
Soap stock, bbls., concn., 62@65% f. a.	@ 3 1/2
Soap stock, bbls., reg., 50% f. a.	@ 2 1/2

COOPERAGE.

Ash port barrels	80 @ 82 1/2
Oak port barrels	90 @ 92 1/2
Lard tierces	1.10 @ 1.17 1/2

CURING MATERIALS.

Refined saltpetre	4 1/2 @ 6 1/2
Boric acid, crystal to powdered	7 @ 7 1/2
Borax	4 @ 4 1/2
Sugar—	
White, clarified	@ 4 1/2
Plantation, granulated	@ 5
Yellow, clarified	@ 4 1/2

Salt—	
Ashton, in bags, 224 lbs.	\$2.35
English packing, in bags, 224 lbs.	1.45
Michigan, granulated, car lots, per ton	3.25
Michigan, medium, car lots, per ton	3.75
Casing salt, bbls., 280 lbs., 2x@3x	1.45

LIVE STOCK MARKETS

CHICAGO

(Special Letter to The National Provisioner from the National Live Stock Commission Co.)

Union Stock Yards, Chicago, Feb. 9.

Another week of very conservative marketing has resulted in a further upturn of 10 to 20c. per cwt. in the market for steers, the top this week being 8c. lb., which price was paid for one load of prime 1,550 lb. beefs. The general market is 40 to 60c. cwt. higher than the low time ten days ago, on which account we are getting a fairly good sprinkling of cattle selling from \$7@7.50, with a few well finished steers from \$7.50@8. Most of the 1,250 to 1,400 lb. steers are selling from \$6.50@7, with plenty of medium to pretty good kinds from \$5.75@6.50, and plain, warmed-up, light steers going from \$5.25@5.75. Evidently the cattle feeders in the country are not going to be intimidated by the so-called "beef boycott," or else the light receipts are the result of the railroads' inability or lack of desire to furnish cars. The recent upturn in values will, we think, bring a fairly liberal run of cattle and probably some lower prices within the near future. Butcher stuff has been in very moderate supply this week and values have advanced 15 to 25c. cwt., which puts the market on that class of cattle at the high point of the season, thus far. Today being the beginning of Lent, we hardly look for much if any further upturn in values during the next three or four weeks, although we feel quite bullish regarding the ultimate outcome of the market.

The hog market continues to pursue the even tenor of its way and largely because of the fact that receipts are light, owing to the difficulty to country shippers in securing cars. Even at that, we hardly believe there are enough hogs in the country in good marketable condition to give us anything like a liberal supply, and it begins to look very much as though prices would hold up to almost the present level for some little time to come. Bulk of the hogs selling today at \$8.65@8.80, with the extreme top \$8.85.

Sheep and lamb trade was active and strong, with prices 10 to 15c. cwt. higher than one week ago, values in many instances being at the high point of the season. We quote: lambs, \$7.25@9; heavy yearlings, \$7.75@8.40; light yearlings, \$8.35@8.65; clipped wethers, \$5.65@5.90; wethers, \$6.60@6.85.

KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Feb. 8.

Cattle salesmen were quick to use the advantage which the light run of six thousand head gave them yesterday and transactions were on a basis of 10 to 20 cents above Friday. The run today is 9,000 head, and prices are steady to weak, some sales of steers called 10 or 15c. lower. With prices as high as they are the market is bound to be very sensitive to volume of receipts, and prices will fluctuate more than when buyers are not paying out so much money every day.

One lot of steers sold at \$7.15 here yesterday, the best here this week, but highly finished steers are scarce, and the tendency of buyers is to pull the top down nearer the bottom if they can. Yesterday the most gain was on nice light steers selling under \$6.25, while top steers advanced less, which was a step in the direction of narrowing the range of bulk sales. Most of the steers this week sell at \$5.40 to \$6.60; bulk of cows at \$3.40 to \$5.25; heifers \$4.25 to \$5.65; top heifers \$6.00; bulls \$3.75 to \$5.00; top veals \$9.00.

The hog supply today is 12,000 head, market 5c. higher; top \$8.70, bulk of sales \$8.40 to \$8.65; weights below 200 pounds at \$8.30 to \$8.55. Receipts have failed to increase lately, although shippers have had every incentive to come forward during the past week and dealers are more of the opin-

ion that hogs are worth what they are costing. Eastern orders are larger this week, and advices indicate that the crop has been marketed in the Eastern States. Quality of arrivals is good, and bears more of the earmarks of the new crop than heretofore.

Sheep and lambs are higher again this week, in spite of a liberal run each day, 10,000 here today. Top lambs reached \$8.80 today, five cents better than yesterday, but there was quite a number of lambs at \$8.35 to \$8.75; yearlings up to \$8.25; wethers worth \$5.75 to \$6.50; choice ewes today at \$6.00. Sheep receipts are running ahead of this period last year, the only class of live stock that does not show a loss in volume, but prices are holding up better on sheep and lambs than on anything else.

Sales to local killers last week were as follows:

	Cattle.	Hogs.	Sheep.
Armour	3,344	9,281	7,961
Fowler	1,539	.....	3,995
S. & S.	4,143	8,506	4,280
Swift	4,197	7,827	6,833
Cudahy	2,368	5,182	4,248
Morris & Co.	2,454	5,443	4,596
Butchers	145	200	17
Total	18,190	36,439	31,930

ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Feb. 9.

Only a moderate supply of cattle were marketed this week, total receipts aggregating 9,800 head, which is about the same as the supply received during the corresponding period last week. It was expected that the big boost in prices last week would result in heavier marketing of stock, but the shipper still shows a tendency to hold off until the market gets back to a more solid basis. Transactions this week have been very satisfactory from a seller's standpoint. Prices on steers, cows and heifers generally advanced 15 to 25c. over the close of last week; canners advanced a dime, bulls 10 to 15c., and calves a quarter. The best beefs seen here in several weeks sold at \$7.10, averaging 1,364 lbs. A small consignment of yearlings brought \$7.40. Good to choice steers brought \$6.25 to \$6.80, and medium to pretty good \$5.80 to \$6.10. Majority of the fair to medium grades landed at \$5.15 to \$5.75. Choice heifers sold at \$5.85 to \$6.30, good to choice \$5 to \$5.75, and the bulk at \$1.25 to \$4.90. Cows topped at \$5.75, good to choice grades brought \$5 to \$5.50, and majority of the fair to pretty good sorts sold between \$3.65 and \$4.85. Sales of bulls ranged from \$3.50 to \$5.35, and calves brought up to \$9.

Hog values were stronger each day this week and are now on the highest basis reached in several weeks, and only 10c. under the high point of the year. Top today is \$8.90, and bulk of the good grades brought \$8.65 to \$8.80. Good light hogs are selling up to \$8.50, and best pigs up to \$8.30.

Sheep and lambs are 15 to 25c. higher than the close of last week. The supply of lambs were mostly from Colorado, and quality as a rule was pretty good. The best lambs sold at \$8.50 to \$8.75, and fair grades at \$7.75 to \$8.35. Western wethers brought \$6.25 to \$6.50, and Colorado ewes \$5.90. Mexican yearlings sold today at \$8.15.

OMAHA

(Special Letter to The National Provisioner.)

Union Stock Yards, So. Omaha, Feb. 8.

While there is still more or less nervousness in the trade it is more apparent every day that the meat boycott scare is practically over and comparatively normal conditions prevail. Last week fat cattle prices advanced sharply the fore part of the week, when receipts were light and declined just as

rapidly the latter part of the week under the influence of liberal supplies. On Monday of this week with light supplies at all points there was a sharp bulge in prices, and with a heavier run today prices settled back a few points. In a word, it is the question of supply and demand that determines the price now instead of the fear of a meat boycott or a biased Federal investigation. Poor to prime beefs are quoted at a range of \$4.25@7.25, with the bulk of the fair to good 1,100 to 1,350-pound beefs at \$5.25@6.25. Cows and heifers are selling at a range of \$2.25@5.25, the bulk of the useful butcher and beef stock going around \$3.75@4.50. There is a good demand from Eastern butchers in addition to the usual active call from local packers, so that the general undertone to the trade at present is healthy and strong.

Hog prices are getting right back to the highest point of the season. Despite favoring weather conditions there has been no indication of any increase in receipts and the demand from Eastern packers is getting stronger right along. With 11,500 hogs here today the market was a shade lower. Tops brought \$8.70 as against \$8.45 last Tuesday, and the bulk of the trading was around \$8.40@8.50, as against \$8.25@8.35 one week ago.

A vigorous demand from packers for fat sheep and lambs has made a strong active market of late—40@50c. higher than ten days or two weeks ago. Fat lambs are selling at \$7.80@8.80; yearlings, \$6.75@8; wethers, \$5.75@6.75, and ewes, \$5.25@6.25. Supplies have been fair and the trade active under a good demand from all sources.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Feb. 5, 1910:

CATTLE.

Chicago	22,670
Kansas City	18,190
Omaha	11,666
St. Joseph	7,376
Cudahy	403
Sioux City	4,238
Wichita	1,119
South St. Paul	2,296
Indianapolis	2,216
New York and Jersey City	11,391
Fort Worth	7,880
Philadelphia	4,641
Pittsburgh	8,060

HOGS.

Chicago	123,762
Kansas City	42,439
Omaha	30,057
St. Joseph	25,841
Cudahy	6,280
Sioux City	20,542
Ottumwa	8,704
Cedar Rapids	14,500
Wichita	12,063
South St. Paul	11,545
Indianapolis	17,310
New York and Jersey City	32,727
Fort Worth	15,068
Philadelphia	4,029
Pittsburgh	36,630

SHEEP.

Chicago	49,780
Kansas City	31,930
Omaha	17,802
St. Joseph	11,212
Cudahy	116
Sioux City	2,711
South St. Paul	2,635
Indianapolis	837
New York and Jersey City	30,610
Fort Worth	198
Philadelphia	6,289
Pittsburgh	15,379

MEAT AND STOCK EXPORTS

WEEKLY REPORT TO FEBRUARY 7, 1910.

Exports from—	Live cattle.	Live sheep.	Qrs. of beef.
New York	563	118	6,288
Boston	1,971	—	1,839
Baltimore	438	—	—
Philadelphia	2,298	—	—
Portland	929	—	—
Exports to—	Live cattle.	Live sheep.	Qrs. of beef.
London	3,454	—	5,684
Liverpool	1,815	—	2,493
Manchester	808	—	—
Bermuda and West Indies	23	118	—
Totals to all ports	6,100	118	8,127
Totals to all ports last week	5,106	—	5,458

THE WEEK'S CLOSING MARKETS

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, Feb. 11.—Market easier with moderate inquiry. Western steam, \$12.85; city steam, \$12.25; refined Continent, \$14.05; South American, \$13.60; Brazil, kegs, \$14.60; compounds, 9½c.

Liverpool Markets.

Liverpool, Feb. 11.—(By Cable.)—Beef, extra Indian mess, 97s. 6d. Pork, prime, mess, 105s.; shoulders, 53s. 6d.; hams, short clear, 63s. 6d. Bacon, Cumberland cut, 63d. 6s.; long clear, 28@34 lbs., 65s. 6d.; 35@40 lbs., 64s. 6d.; backs, 63s.; bellies, 64s. Tallow, 33s. 9d. Turpentine, 42s. Rosin, common, 10s. 4½d. Lard, spot prime Western, 63s. 3d.; American refined, 28-lb. pails, 63s. 9d. Cheese, Canadian, finest white, new, 61s.; colored, 60s. American lard (Hamburg), 50 kilos, 61¼ marks. Tallow, Australian (London), 34s. 10½d. Cottonseed, refined, loose (Hull), 28s. 6d.

FRIDAY'S CLOSINGS IN NEW YORK.

Provisions.

The market opened firm with heavy buying by brokers supposed for packers, especially in ribs, the steadiness at the opening of the hog market and light receipts.

Tallow.

The market was steady but quiet, at 6½c. for city.

Oleo Stearine.

The market was easier but quiet, with prices held at 13½c.

Cottonseed Oil.

The market opened easy on the pressure of the cotton market and lower offerings of crude oil at the South. The demand is quiet.

Market closed quiet, with 3 advance to 3 decline. Spot, \$6.95@7; crude, \$5.87. Total sales, 9,400.

Closing quotations: February, \$6.95@6.99; March, \$6.98@7; April, \$7.01@7.12; May, \$7.15@7.16; July, \$7.21@7.22; September, \$7.19@7.20; October, \$6.71@6.74; November, \$6.41@6.44.

FRIDAY'S LIVESTOCK MARKETS.

Chicago, Feb. 11.—Market 10c. higher than yesterday's average; quality fairly good; bulk of prices, \$8.75@8.85; light weights, \$8.45@8.90; mixed and butchers' weights, \$8.45@8.90; heavies, \$8.45@8.90; rough heavies, \$8.50@8.65; Yorkers, \$8.70@8.80; pigs, \$7.50@8.60. Cattle steady; beefs, \$4.40@7.85; cows and heifers, \$2.25@5.85; Texas steers, \$4@5.10; stockers and feeders, \$3.15@5.50; Western, \$4.20@6. Sheep steady; natives, \$4.50@6.75; Western, \$4.50@6.85; yearlings, \$7.25@8.40; lambs, \$6.75@9.

Kansas City, Feb. 11.—Hog market 10c. higher at \$8.25@8.80.

East Buffalo, Feb. 11.—Market for hogs, 1,600 on sale at \$9.10@9.15.

Indianapolis, Feb. 11.—Hogs steady at \$8.75@9.

Louisville, Feb. 11.—Hogs opened steady at \$8.70@8.90.

St. Louis, Feb. 11.—Hogs higher at \$7.25@8.95.

Omaha, Feb. 11.—Hogs 5 to 10c. higher; \$8.35@8.75.

OLEO OIL AND NEUTRAL LARD.

(Special Report to The National Provisioner.)

New York, Feb. 10.—Business in oleo oil during the present week has been better than it has been for some time past but at steadily declining prices, but values are now so much lower than they were around Christmas time that no doubt buyers come to the conclusion that we must be near bottom and that this is the time to load up with these goods. The transactions this week in neutral lard are of very satisfactory volume and the market for that article tending upward, seeing that the small hog arrivals continue and the prospect is for a very small neutral lard production, the more so because the price of this article is below cost of production. Orders from Europe for butter oil at the present moment come in but small compass. The purchases of Europe do not cover beyond February shipment and are likely to be resumed as soon as the buyers feel that this article is low enough to replenish stocks.

CHEMICAL AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Feb. 9.—Latest market quotations are as follows: 74 per cent. caustic soda, \$1.85 to \$1.90, basis 60 per cent.; 76 per cent. caustic soda, 1.90 to 2c., basis 60 per cent.; 60 per cent. caustic soda, 2c. per lb.; 98 per cent. powdered caustic soda in bbls., 3c. lb.; 58 per cent. soda ash, 90c. to \$1, basis 48 per cent.; 48 per cent. carbonate soda ash, \$1.10 per 100 lbs.; borax at 4¼c. lb.; talc, 1½ to 1½c. lb.; silex, \$18 to \$20 per ton of 2,000 lbs.; marble flour, \$8 to \$9 per ton of 2,000 lbs.; silicate soda, 80c. per 100 lbs., no charge for barrels; chloride of lime in casks, \$1.50, and barrels \$2 per 100 lbs.; carbonate of potash, 4¼c. to 4¾c. lb.; electrolytic caustic potash, 88/92 per cent., at 5½ to 5½c. lb.

Prime red palm oil in casks, 15/1,800 lbs., 6¼ to 6¾c. lb.; genuine Lagos palm oil in casks, 15/1,800 lbs., 7 to 7¼c. lb.; clarified palm oil in barrels, 7¼c. lb.; palm kernel oil, 8½ to 8¾c. lb.; green olive oil, 75c. to 85c. per gal.; yellow olive oil, 80c. to \$1 per gal.; green olive oil foots, 6½ to 6¾c. lb.; peanut oil, 65c. per gal.; Ceylon cocoanut oil, 9 to 9¼c. per lb.; Cochiti cocoanut oil, 9½ to 10c. per lb.; cottonseed oil, 7.25 to 7.30c. lb.; corn oil, 6.80 to 6.90c. lb.; Soya bean oil, 6¾c. lb.

Prime city tallow in hogsheads, 7¼c. lb.; special tallow in tierces, 7½ to 7¾c. lb.; choice tallow in tierces, 7¾ to 7¾c. lb.; oleo stearine, 15 to 16c. lb.; house grease, 6½c. to 6¾c. lb.; brown grease, 6¾c. to 6¾c. lb.; yellow packer's grease, 6½c. to 6¾c. lb.

RECEIPTS AT CENTERS

SATURDAY, FEBRUARY 5, 1910.

	Cattle.	Hogs.	Sheep.
Chicago	700	15,034	2,000
Kansas City	200	2,516	—
Omaha	100	4,900	100
St. Louis	900	6,930	300

St. Joseph	300	3,000	—
Sioux City	300	3,200	300
St. Paul	200	1,300	400
Fort Worth	250	400	—
Milwaukee	—	3,706	—
Peoria	—	600	—
Indianapolis	500	3,000	—
Cincinnati	268	1,402	100
Pittsburg	200	1,800	500
Cleveland	100	1,500	750
East Buffalo	—	4,000	3,000
New York	1,762	1,820	2,866

MONDAY, FEBRUARY 7, 1910.

Chicago	16,000	33,417	12,000
Kansas City	6,000	7,885	15,000
Omaha	3,200	4,500	7,500
St. Louis	4,000	5,800	2,500
St. Joseph	2,000	4,000	4,000
Sioux City	1,400	3,000	1,200
St. Paul	500	2,000	500
Fort Worth	1,900	3,200	—
Milwaukee	—	3,357	—
Peoria	—	500	—
Indianapolis	850	1,000	—
Cincinnati	1,700	1,828	515
Pittsburg	2,500	12,000	5,000
East Buffalo	1,900	8,000	15,000
New York	3,002	10,956	8,507

TUESDAY, FEBRUARY 8, 1910.

Chicago	11,000	26,935	15,000
Kansas City	9,000	10,367	7,000
Omaha	6,500	8,500	9,500
St. Louis	3,300	8,262	3,100
St. Joseph	2,000	5,500	1,800
Sioux City	2,000	4,200	500
St. Paul	1,400	3,400	1,800
Fort Worth	1,000	800	—
Milwaukee	—	2,846	—
Peoria	—	800	—
Indianapolis	—	5,000	—
Cincinnati	214	2,055	402
Pittsburg	25	900	400
East Buffalo	200	3,200	600
New York	605	1,783	1,200

WEDNESDAY, FEBRUARY 9, 1910.

Chicago	13,000	31,303	15,000
Kansas City	6,000	11,119	6,000
Omaha	5,200	10,500	9,000
St. Louis	2,500	9,887	1,000
St. Joseph	2,300	5,500	1,500
Sioux City	2,000	7,000	500
St. Paul	1,400	1,300	600
Fort Worth	1,100	3,300	—
Milwaukee	—	6,448	—
Peoria	—	1,500	—
Indianapolis	1,500	5,000	—
Cincinnati	766	4,874	240
Cleveland	100	2,000	7,500
Pittsburg	—	4,000	1,000
East Buffalo	75	1,000	10,000
New York	2,866	6,653	9,546

THURSDAY, FEBRUARY 10, 1910.

Chicago	9,000	25,000	12,000
Kansas City	3,000	10,000	4,000
Omaha	4,700	9,100	8,500
St. Louis	2,500	10,621	2,000
St. Joseph	2,800	6,500	—
Sioux City	900	4,500	400
St. Paul	500	1,700	4,000
Fort Worth	1,300	2,100	—
Milwaukee	—	4,748	—
Peoria	—	1,200	—
Indianapolis	—	5,000	—
Cincinnati	782	2,228	385
Pittsburg	—	6,400	—
East Buffalo	—	2,000	11,000
New York	1,602	3,451	5,934

FRIDAY, FEBRUARY 11, 1910.

Chicago	4,000	22,000	6,000
Kansas City	1,000	5,000	3,000
Omaha	2,000	7,500	3,000
St. Louis	1,300	9,674	300
St. Joseph	700	3,600	600
Sioux City	1,000	4,000	300
St. Paul	400	1,000	200
Fort Worth	1,500	1,400	—
Milwaukee	1,420	—	—
Indianapolis	5,000	—	—
Cincinnati	8,763	—	—
Cleveland	1,500	—	—

NEW YORK LIVESTOCK

WEEKLY RECEIPTS TO FEBRUARY 7, 1910.

	Beef.	Cows.	Calves.	Sheep.	Hogs.
Jersey City	2,836	—	1,205	5,478	11,982
Sixtieth street	1,999	30	2,022	5,868	—
Fortieth street	—	—	—	—	15,093
Lehigh Valley	3,609	—	1,015	14,489	—
Central Union	3,115	—	285	4,865	—
Weehawken	279	—	—	—	—
Scattering	—	66	126	28	5,100
Totals	11,858	96	4,653	30,728	32,727
Totals last week	12,892	90	4,426	32,534	31,028

WEEKLY EXPORTS.

	Live cattle.	Live sheep.	Qrs. of beef.
Schwarzschild & S., Minnetonka..	259	—	1,000
J. Shamberg & Son, Minnetonka..	270	—	—
Morris Beef Co., New York.....	—	—	1,674
Morris Beef Co., Laurence.....	—	—	1,894
Swift Beef Co., New York.....	—	—	1,265
Armour & Co., New York.....	—	—	453
Miscellaneous, Bermudian.....	25	68	—
G. & L. S. Dillenback, Suriname..	—	50	—
Total exports	563	118	6,288
Total exports last week	1,048	—	4,859

Government Inspection

requires your packing house to have the most

Sanitary Arrangement

We are specialists in this work

Write us in regard to your requirements

TAIT-NORDMEYER ENGINEERING CO., Wright Building St. Louis

Retail Section

THE RETAIL BUTCHER AND ADVERTISING

How and Why the Dealer Can Make Money Through Publicity

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VII. ADVERTISING. NOVELTIES.

[EDITOR'S NOTE.—This is the twentieth of a series of articles on Retail Advertising, which should be of interest to every wide-awake butcher. Though it deals with the retail trade, its points are well worth the attention of wholesalers and others, to whom advertising can be made as much of a profit-earner as it can to the retailer.]

There are those who say there is no good advertising but printers' ink. There are those who swear by the billboards. There are others who think some other kind of publicity is the great and only successful form. The successful man, though, believes in all kinds in their proper places.

That there is a proper place for novelty advertising, no good advertiser doubts. By novelty advertising I mean the use of the various odds and ends that cannot be classified with newspapers, billboards, circular letters or any other regular form.

There is no kind of advertising harder to make profitable than this same novelty advertising, and there is no kind upon which more money is wasted, wasted without a sign of return. You yourself can remember a variety of nice little gifts that have been handed to you as advertising—but I doubt very much if you can remember just what they advertised.

Purses, card cases, cigar clippers, cigar cases, pocket knives, match holders, memorandum books, engagement pads, bookmarks, lead pencils, paper cutters, magnifying glasses—pretty nearly everything of use or convenience that does not cost more than the advertiser can pay. All these things have been given out with an imprint of some sort upon them and called advertising. In some cases they have been that. In other cases they have been merely a means of putting money in circulation.

Calendar is the Commonest Novelty.

Probably the commonest novelty in use as advertising, so common in fact that it is no longer a novelty at all, is the calendar.

The advertising calendar is the outgrowth of the old-fashioned, and still valuable, patent medicine almanac. The first ones issued were put out by the patent medicine people and distributed by the druggists, and their publication was kept up until the people began to expect them every December, began in fact to think that they were entitled to them.

Then some far-seeing printers began to use the calendar proposition from the manufacturer's end, and their more extensive use began. It would be difficult to estimate how many of the round million of responsible businesses in the land are now using calendars regularly as an adjunct to their publicity campaigns, or in many cases as their sole attempt at advertising.

There are a good many retailers, especially in such lines as the meat market or the provision trade, lines in which less advertising is done than in other trades, who do no advertising year after year but just their calendars. Such retailers are of course the exception, but the remarkable thing is that they exist at all, that any business man can think that the annual issuing of a calendar constitutes an advertising campaign.

Well, one thing is certain, advertising calendars pay the printers big money. Thousands, hundreds of thousands of retailers all over the country are helping to fatten up the calendar octopus. I don't suppose there is a calendar trust, but there certainly are a limited number of makers of high-grade calen-

dars who are working the retail trade in good shape by inducing them to pay as high as fifty to seventy-five dollars a hundred for calendars to give away. Of course more pay ten to fifteen dollars a hundred, but the prices run to a very fancy figure in many instances.

Well, I do not say that this is not advertising; that is, I hesitate to say it, knowing what a large proportion of readers would disagree with me, but I have my own opinion in the matter.

The average calendar bears nothing imprudent upon it but the name of the dealer who puts it out. That cannot be advertising. If it is, what does it advertise? The calendar that does describe some kind of goods does not make any sales of those goods, so can that be advertising?

An Experience with Calendar Advertising.

That last may seem like a strong statement, and it is, but it is based on fact. My own personal experience upholds me in it absolutely. For instance, in order to test the matter more thoroughly than I have been previously able to do, I issued a thousand calendars of a very pretty design and imprinted them with a good, plain advertisement of a headache remedy, one prepared for the purpose.

Now a headache cure, as everyone knows, is a staple seller, a thing that is used in almost every family and in some families every week. The kind you have always used gets to where it does not stop the headache, and consequently there is always a demand for some new kind. Hence an ad that would draw at all ought, when kept before a person for a year, to produce some kind of results. Those calendars were all distributed and probably as well distributed as any calendars could be. We took unusual care in the work, and they produced not one single call for that headache cure.

Of course that is not conclusive. Other arguments with the same trend are not wanting, but that is a fair sample of a fair trial of the calendar proposition. I have issued calendars since that, but never as advertising. I get them out because people expect them, and I thought they were productive of a certain (or uncertain) amount of good will. However, I have given up even that, because I believe that half the amount of money spent in almost any other way will do me more good.

I would rather put on a sale and let a line of special goods go at less than cost at an expense equal to the calendar cost. I would rather add that sum to my newspaper advertising. I would rather get up a prize or coupon scheme of some sort and use that much money for it—and I am ready to tell the public in my advertisement of the scheme that I am putting into it the money I had thought to use for calendars.

Calendars Worthless as Advertising.

I consider calendars as generally used, practically worthless as advertising. They do get you a little good will at a high price. There are exceptions to all rules, and I would be glad to hear of the experience of any reader who actually knows that his calendars pay him.

However, a calendar can be made of some use and here is one way to do it. Issue a good calendar, one that will be worth saving. Give none of them away until after January first for two reasons. One is that

if you give away calendars before the holidays you stand an excellent chance of having the people who get them take off the pads for making fancy calendars, or use the pictures to passe partout for home-made Christmas gifts. They destroy the advertisement on them, in any event. The other reason is that the early calendars are tired of and thrown away before the beginning of the year and the last to come are kept, although they may not be appreciated as much after a new year calendar has become an old story.

In any event, take a rubber stamp and stamp your store name across the January leaf on the pad of the calendar. And whenever possible have the store advertisement incorporated in the picture part of the calendar. You are distributing calendars for your own profit, not for the benefit of the public.

Well, plan to give away the calendars about the fifth to the tenth of January. Instead of handing them out to people, send out a circular telling the public that you have nice calendars to be given away, but that they are too good to hand out promiscuously. Invite each family to come and get one for their home. Make it obligatory that the circular be brought to exchange for the calendar. This gives the calendar a greater apparent value in the eyes of the recipient, and it prevents any family from getting more than one calendar. Then when the person comes for the calendar, have him or her sign the name in a little blank book kept for the purpose.

This will place the calendars properly and it will give you a list of people who are interested in your shop. If you want to get new names on your advertising list, advertise your calendars in the papers and give them to anyone who will come and ask for one and sign for it.

But I recommend every retailer, before investing in advertising calendars, to consider what could be done with that money in other forms of advertising.

(To be Continued.)

LOCAL AND PERSONAL.

John Kreitzer & Son are opening a meat market at Frontenac, Kas.

Sterling & Hazen have been succeeded in the meat business at Stockton, Kas., by Troy Cox.

Herman Zabel has disposed of his interest in the City Meat Market at Westmoreland, Kas., to E. O. Ingalsbe.

Creitz & Troutman have purchased the Beloit Grocery and Meat Market at Beloit, Kas., from W. O. Gould.

I. R. Clark, of Iola, has purchased the North Side Meat Market at Yates Center, Kas.

Homer LeClair has disposed of his meat market at Junction City, Kas., to Walter J. Harding.

Miller & Wagner have reopened their meat market at Wagoner, Okla.

Gardner & Pound have opened a new meat market at Cushing, Okla.

William Wright has purchased the Thurber meat market at Pawnee, Okla.

R. A. Howland is about to engage in the meat and grocery business at Salina, Kas.

John Josephson has purchased the City Meat Market at McPherson, Kas., from Steel Bros., and it will be consolidated with the Capital Meat Market.

E. S. Everly has opened a new grocery store and meat market at Chanute, Kas.

P. W. Akers will go into business with his father in Coffeyville, having sold out his meat market at Tyre, Kas.

Clark & Dunswoth have purchased the meat business of H. W. Thrall at Jet, Okla.

Charles Bates has purchased the grocery

and meat business of George Mock at Crescent, Okla.

The Waynoka Mercantile Company is preparing to open a new grocery and meat market at Waynoka, Okla.

D. C. Potter & Son have succeeded to the meat business of Potter Bros., at Mound City, Kas.

Shepherd Bros. are engaging in the meat business at Waterville, Ore.

The Star Meat Market is engaging in business at Ashland, Ore.

Roundhill & Ford are reported engaging in the meat business at Victoria, B. C.

E. M. Crocker has succeeded George Cawston in the meat business at Keremeos, B. C.

R. Beck, a meat dealer at Seattle, Mich., has sustained a fire loss.

T. S. Baird has purchased the grocery and meat business of C. C. McClanahan at Elk City, Neb.

G. H. Clark has disposed of his meat business to M. G. Swanson at Spokane, Wash.

Eliopolous & Company have disposed of their grocery and meat business at Tacoma, Wash., to M. Drossos.

W. E. Nugent has sold his meat market at Popejoy, Ia., to S. Russ.

B. W. Griffin has rented a new store at Bristow, Ia., and will move his stock of meats to it.

The Scandinavian Consumers' Association, Jamestown, N. Y., has been incorporated with a capital stock of \$5,000, to deal in groceries, provisions, by G. C. Ottosen, P. Johnburg, C. Penson.

K. F. Mogg & Company and Slifka Brothers have consolidated their meat markets at Youngstown, O.

Frank Brash has moved his meat market at Davenport, Ia., to 1051 West Third street.

C. Ditters has opened a new market at Poughkeepsie, N. Y.

George Teed has sold his market at Sherman, Mich., to Omar Woodhouse.

F. A. Butraw has succeeded E. Richards in the meat business at Muir, Mich.

Harding & Jewell have opened a meat market at Ann Arbor, Mich.

Claus Diedrich Butt, proprietor of a wholesale meat and fish market at 12-14 Steuben place, Brooklyn, N. Y., has filed a petition in bankruptcy in the Federal Court, giving his liabilities as \$57,806.78 and his assets as \$42,693.85.

Dugan Brothers' meat and grocery store at 289 Broadway, Brooklyn, N. Y., has been damaged by fire.

Fire damaged the meat market of A. M. Holt at Albany, Ore.

BUTCHERS MUST SCREEN MEATS.

Butchers of Oakland, Cal., have been warned by the city health officials to comply with city regulations calling for the covering of all open meat displays with either glass or screens. This is a common sanitary precaution which should be followed in every city, and no butcher should object to it. Indeed, the butcher who does the best business today is the one who conducts the model shop, with all meats protected from contamination, and who would no more hang a piece of meat outside the shop, exposed to dirt and flies, than he would pour kerosene over it.

BUTCHERS AND MEAT AGITATION.

By John H. Schofield, Secretary United Master Butchers' Association of America.

Our craft is passing through a troublous season, largely created by a public misunderstanding of conditions and excited by sensational statements in the daily press. It is just such conditions as we are now passing through, that practically demonstrates the value of associations where the retail meat dealers can come together and discuss their business interests and thus gain knowledge, encouragement and consolation, because their business interests are identical.

Master butchers would do well to study conditions affecting their business, so as to enable them in case of necessity to reasonably and pleasantly discuss the questions of right and wrong so far as pertains to their industrial affairs. It is an accepted truism that the more a man knows regarding the details of his business, the greater the probabilities for success.

Master butchers should endeavor to quietly educate consumers to the following facts: That cattle lose on an average forty-four per cent. from live to dressed weight; hogs nearly twenty-five per cent., and other small stock in proportion. This shows that on a live steer weighing 800 pounds there would be a loss from live to dressed weight of 352 pounds, leaving only 448 pounds from which profit must come.

When the dressed beef carcass reaches the retail dealer the choice cuts, ribs and loins, average only about 26 per cent. of the whole, and on those portions are largely dependent the butcher's profits. These facts, while familiar to all master butchers, are not known generally to consumers, and they do not realize that the retailer pays full price for the entire carcass, and that a large proportion must be sold below cost price.

Many consumers object to the weighing of bone, forgetting that the dealer pays the same price for bone as for the best portions. Consumers should bear their full proportion of the bone and waste burden, but how to accomplish that end without arousing antagonism must be left to the discretion and wisdom of meat dealers.

It is not my intention to give reasons for present conditions of the meat industry, but there are a few matters I will call to your attention, which may enable you to draw your own inference. Exports of fresh beef from the United States the first nine months of 1907 totaled 218,005,487 pounds, but declined to 73,083,024 pounds the first nine months of 1909, which indicates a decline in fresh beef exports of 145,921,863 pounds during that period. Exports of live

cattle declined for same period from 310,159 in 1907, to 135,455 in 1909 or a decline of 164,704 head. Cattle receipts at fourteen leading Federal inspected centers for the first nine months of 1907 were 8,383,884, and for the first nine months of 1909 were 7,530,984, a decline of 842,900. Slaughter of calves at the same fourteen leading centers for the first nine months of 1907, increased from 1,763,574 to 2,046,717 for the same period in 1909. As the figures quoted are from the United States Bureau of Statistics at Washington, D. C., they may be presumed to be officially correct.

The question to be considered, is there a shortage of livestock, and if so, what is the solution to protect meat consumers in the United States? The following propositions are suggested:

Solutions Proposed for the Difficulty.

1st. The abolishment of the tariff on all importations of livestock and dressed meats.

2nd. Export duty on live stock and dressed meats. Other countries have export duties, why not the United States? If we protect manufacturers and farmers by a tariff, why not protect the great mass of food consumers from a shortage by an export duty? If an export duty failed to prevent food shortage, it would at least give the government needed revenue.

3rd. National legislation prohibiting slaughter of calves and lambs for a term of five years at certain seasons of the year.

According to official returns from fourteen centers, the slaughter of calves for the first nine months of 1909 aggregated 2,047,713. Calves for food purposes will average from 60 to 80 pounds. If those calves were kept well for two years, they would dress easily 500 pounds or more. Averaging the calves slaughtered the first nine months of 1909, at 70 pounds each, gives a total of 143,269,910 pounds.

If those calves were maintained for two years, they would yield 1,023,358,500 pounds of fresh beef, exclusive of the other by-products. If there were 2,046,713 calves slaughtered at fourteen Federal inspected centers, what would be the total slaughtered in the United States? It is an established fact that the small packers and master butchers are the chief slaughterers of calves, and it is not unreasonable to place the annual calf slaughter in the United States at approximately five million. In less than two years these five million calves, averaging 70 pounds, would be matured cattle, averaging dressed 500 pounds each. These figures tell their own story and plainly indicate how the cattle shortage may be solved.

If legislation cannot be secured on the lines suggested, retail meat dealers should try to educate consumers against veal and lamb eating by showing the consequences of such large annual slaughter of calves and lambs. Please give these several propositions your earnest consideration, and if they appeal to you as reasonable and practical, agitate on those lines.

Deerfoot Farm Sausages

ARE NOW IN SEASON

Send orders direct to DEERFOOT FARM, Southboro, Mass., and receive goods *strictly fresh, by express prepaid.*

METROPOLITAN HOTEL SUPPLY CO.
Hotel, Steamship and Restaurant Supplies
BEEF, MUTTON, LAMB, POULTRY, GAME,
TONGUES, HAMS, BACON, LARD, ETC.
432 West 14th Street
Telephone 7747 Chicago
NEW YORK

New York Section

Swift & Company's sales of fresh beef in New York City for the week ending Feb. 5, averaged 8.25 cents per pound.

The Benchmen's Association will give another of its big entertainments at Manhattan Casino on Tuesday evening, Feb. 15.

Dugan Brothers' butcher shop and grocery on Broadway, Brooklyn, was damaged by fire on Sunday to the extent of \$16,000.

George C. Campbell has been put in charge of the growing provision business at the East Side Market of Swift & Company, at First avenue and 45th street.

M. A. Lessbauer, who operates several butcher stores in Jersey City, has opened up another shop at No. 599 West Side avenue. At the opening many floral pieces were received from his friends and admirers.

Edward Bachman, a butcher at No. 746 Bushwick avenue, Brooklyn, has filed a voluntary petition in bankruptcy, in the office of the United States District Court. His liabilities are \$3,650 and his assets \$411.

General Manager J. A. Howard, of the Schwarzschild & Sulzberger Company, sailed this week for Europe, to be gone for some months on a tour combining recreation and inspection of the company's foreign interests.

President Ferdinand Sulzberger, of the S. & S. Company, has returned from a visit to the company's Western plants. While in the West he completed arrangements for the location of a big new plant in the Southwest.

It is reported this week that the contract for the disposal of New York City's offal will be awarded to the Van Iderstine Company of this city, and that the handling of the offal will be transferred from Barren Island to Newtown Creek.

The Hutwelker & Briggs Company is erecting a modern provision plant in Hall street, Brooklyn, which is to be one of the finest in the country of its size and character. Complete provision and lard refining equipment is being put in, and the plans are so extensive that it will take several months to complete them.

President Frederick Joseph and M. H. Joseph of the New York Butchers' Dressed Meat Company were in Chicago this week, called to testify before the Federal grand jury which is investigating the packing industry there. Arthur Bloch and Aaron Buchbaum, former officers of this company, were also witnesses.

Long a sufferer from neuralgia, Richard Strobe, thirty-eight years old, a wealthy retired butcher, committed suicide last week at No. 100 Henry street, Brooklyn, by shooting himself in the right temple. Mr. Strobe said on Thursday that neuralgia pains were driving him crazy. He was single. Two of his brothers live in Germany.

The market of Chas. Fraubert, No. 39 Second street, Hoboken, has changed hands, and is now in possession of W. F. Bockmann, who was formerly connected with the well-known butcher, E. Staude. Friends in the business predict a good future for the enterprising young butcher, and things are getting lively in that section already.

General Sales Manager L. Kirscheimer, of the S. & S. Company, sailed on Tuesday with his family on the Kaiser Wilhelm der

Grosse for a trip abroad. Though Mr. Kirscheimer only recently returned from an extended foreign trip, business again called him to the other side, and this time he took his family along to enjoy the voyage.

Pretty nearly everybody who is anybody in the local meat trade is preparing to attend the big beefsteak dinner and stag party at Palm Garden in East 58th street, which is to be given by employees of the United Dressed Beef Company on Monday evening, Feb. 14. This is expected to be one of the finest affairs of its kind ever given in the local trade.

When arraigned Joseph Poletti, at one time a sausage manufacturer in this city, pleaded guilty and was fined \$250 in the United States Court this week. Poletti was charged with shipping in interstate trade bologna manufactured by him and falsely was marked "U. S. Inspected and Passed." These goods were shipped in packages by Poletti as salmon and cheese.

The Brooklyn Branch, United Master Butchers of America, had its annual masquerade and ball at the Imperial, Brooklyn, on Wednesday evening. In spite of the storm there was a big attendance, and the usual gay and festive time was experienced. These Brooklyn boys know how to do it up in style, especially when they have such energetic better halves to help them.

The Ideal Marketing Company is the name of the market operated by H. W. Appel, on Jackson avenue, Jersey City, which was lately renovated and altered, and it is one of the most up-to-date shops in that section. Mr. Appel is a steady reader of the articles on the retail butcher and advertising which appear in *The National Provisioner*, and is one of the butchers doing a big business on account of the advertising he does.

Governor Hughes has decided not to grant the application of Gov. Fort, of New Jersey, for the extradition to Hudson County of Edward Scheiner, business agent for the local unions of butcher workmen. Scheiner was indicted in Hudson County in 1908, on the charge of conspiracy. It was alleged by the New Jersey authorities that in November, 1908, Scheiner and other persons conspired to injure the business of Flackenstein Brothers Company, meat dealers in Jersey City, against which a strike had been declared. Counsel for Scheiner represented to Gov. Hughes that the facts alleged in the indictment did not constitute a crime, and that Scheiner was imperfectly identified.

NEW YORK STORAGE ORDINANCE.

On Wednesday a public hearing was held in the Aldermanic Chamber at the City Hall before the aldermanic committee on Laws and Legislation, concerning the proposed ordinance of Alderman Dowling. This resolution, which the alderman thinks will solve the high price situation, calls for the labeling of all meats, poultry, game and fish, with the date of its entrance into cold storage, and the date of the withdrawal.

Some two hundred butchers, fish dealers and cold storage warehousemen attended the hearing, all eager to voice their objections to the measure. Among those heard during the three-hour session were National President E. F. O'Neill and August Grimm, representing the United Master Butchers' Association of America; Alderman Schloss, the butcher alderman, who raised strenuous opposition to the measure on the ground of constitutionality, and Attorney Field, rep-

resenting the Greater New York fish interests. The hearing is to be continued on Wednesday, February 16.

DINNER OF COTTONSEED OIL MEN.

The first beefsteak dinner of the recently organized Cottonseed Oil Association of New York was held Monday night, Feb. 7, at Healy's. There were about one hundred members of the association and their guests present. Letters of regret were received from President Taft, Governor Hughes, President Allen of the Inter-State Cottonseed Crushers' Association, and many others prominently identified with cottonseed oil interests of the country.

J. G. Gash, of the American Cotton Oil Company, who is president of the Association, acted as toastmaster. Mr. Gash, after speaking of the pleasant experiences of the past few years, when the members of the Association had been guests of either Mr. John Aspegren or the late Edward Valk, asked those present to rise and drink in silence a toast to the memory of the late Mr. Valk.

Mr. Gash in his address reviewed the commercial history of the cottonseed oil industry at length, from its small beginning to its present great magnitude. Concerning the market for cottonseed oil today he said:

"While, as stated, cottonseed oil has found a large and ever-widening market abroad, and has successfully bearded in their home markets its European and Asiatic rivals, the olive, the sesame and the arachide, this article would fail in its purpose if the reader were to gather that the chief market for cottonseed oil is found abroad. So far from true is this that less than one-third of the edible oil is sent abroad, the other greater quantity finding markets in the United States. Apart from the very large use of the article by the makers of cottolene and other lard substitutes and by the butterine makers, there is a steady and growing appreciation of cottonseed oil in the family, both for cooking and for salad uses.

"I refrain from using trade names and names of manufacturers, such matter more properly being found in the advertising columns, but it is not our place to say that the oldest cottonseed oil refinery in the United States has been in business since 1855, the home plant being originally placed in Providence, but branches larger than the parent refinery having been developed in New Orleans and elsewhere. For more than fifty years, then, this company has sold pure cottonseed oils for cooking and salad purposes, and its branches are well known throughout the country.

"Other refineries have grown up in this same department of industry and are at various parts of the country supplying local demand for cooking and salad oils, and at the same time educating English speaking people to an appreciation of the convenience and economy in the use of oil in the place of butters and lard. While the growth of appreciation of the advantages of oils over solid fats is slow with American and English families, because the customary use of solid fats has been handed down from generation to generation, the contrary fact exists with the Latin and Oriental races, to all of whom the more customary form of cooking fats is the liquid or oil form.

"So true is this, that in Greater New York an enormous business is done with the foreign population, whose every grocery store is supplied with cooking oils, sold both in cans and bottles, and also sold by the measure and drawn from barrels as is molasses and vinegar in the family grocery.

"Several of the large cottonseed refining companies are beginning a more extensive educatory campaign with the purpose of

HEARN West Fourteenth St., New York.

NO MEATS BUT EVERYTHING GROCERIES IN LIQUORS DRY GOODS.

hastening the time when every American family shall appreciate the advantage and economy of this form of cooking, and salad fat and when every grocery in the land will be prepared to supply the demand."

The next speaker was President Welding Ring, of the Produce Exchange, who spoke in a very happy vein of the improvement of the cottonseed oil interest on the Produce Exchange and the rapid growth of the business and the necessity of watching with care every development, that it should be of a just and equitable character, not only for the best interests of the members, but to uphold the standard of the Exchange.

Mr. John Aspegren, Vice-President of the Cottonseed Oil Association, spoke of the rapid growth of the cottonseed oil trade on the Exchange, when from a business of only about 400,000 barrels the first year of its existence, the business had grown to the point where last year the sales were 2,400,000 barrels. He stated that the growth at the market had prevented speculation in that it had furnished the best and safest guarantee for every dealer and manufacturer against violent changes in the market, and that they were enabled through its existence to protect contracts for manufactured products, to purchase supplies against such contracts for months ahead through the medium of the future market, thus eliminating the risk of unprotected and unhedged business.

Other speakers were Mr. Oscar Thompson, President Charles Rohe, of the American Meat Packers' Association, Carl Dreier, who was lovingly referred to by President Gash as "Uncle Carl," under whose instructions he had learned the business, Vice-President Carhart, T. Smith, representing the oleo-margarine interest, and Charles Mulhallen. The officers of the Association are J. G. Gash, president; John Aspegren, vice-president; Thomas J. Hunter, secretary, and H. Wehrleman, treasurer. The trustees are: W. R. Cantrell, Stephen J. Hill, E. S. Kuh, David Miller, W. H. Storts and E. R. Carhart.

NEW YORK TRADE RECORD BUTCHER, FISH AND OYSTER FIXTURES. MANHATTAN MORTGAGES.

[No list of mortgages and bills of sale for Manhattan Borough appears this week. This is because of the refusal of the public official having charge of the records (who is a new incumbent of the office) to permit examination of the papers on file. It is expected that this difficulty will be adjusted within a short time.]

BROOKLYN MORTGAGES.

Bremer, Fred, 238 Covert; Van Iderstine Co. Einhorn, Abr., 482 Central ave.; Levy Bros; Giglio, Donoto, 3 Withers; Julius Levy. Holland, Isaac, 73 Osborne; Levy Bros. Koanig, Frederick W. & Agatha, 1338 Bushwick ave.; Christian Rudolph. Lablanzo, Antonio, 86 Watkins; Gustave Selner. Mazzola, Alfonso, 23d st. & Surf ave.; F. A. Alford Co.

Poms, Samuel, 524 Fulton (Queens Boro.); Herman Brand. Wegelin, Caspar, 2304 13th ave.; Swift & Co. Wright, Joseph, 4713 5th ave.; Conrad Pffigino.

BROOKLYN BILLS OF SALE.

Freyland, John, 4713 5th ave.; Joseph Wright. Rudolph, Christian, 1338 Bushwick ave.; Friedrich W. Koanig and wife.

GROCERS, DELICATESSEN, HOTEL AND RESTAURANT FIXTURES. BROOKLYN MORTGAGES.

Chopp, David, 21 Floyd; Adolf Moskowitz. Polakos, Tony, 1195 Fulton; Geo. Paschalis. Papamelitis, John & James Kalavas, 640 Broadway; Nathan Radus.

BROOKLYN BILLS OF SALE.

Bothwell, David M., 16 Clinton; J. R. H. Flege. Cohn, Samuel & Louis, Max Madeling, 90 Manhattan ave.; Samuel Melin & ano. Dell'Ergo, Frank, 253 Sumner ave.; Cheara R. Dell'Ergo. Keller, Chas. & wife, 115 Wyckoff ave.; John H. Heins.

NEW YORK MEAT SEIZURES.

The Department of Health of the City of New York reports the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending Feb. 5, 1910, as follows: Meat.—Manhattan, 40,588 lbs.; Brooklyn, 9,467 lbs.; total, 50,055 lbs. Fish.—Manhattan, 10,150 lbs. Poultry and game.—Manhattan, 1,462 lbs.; Brooklyn, 485 lbs.; total, 1,947 lbs.

RETAIL BUTCHERS FAT RENDERING CO.

Nos. 652-658 WEST 39th STREET, NEW YORK CITY

Manufacturers of

TALLOW, FERTILIZERS,
HARD SCRAP and CHICKEN FEED

We will manufacture only the highest grade goods.

Telephone, Murray Hill, 1737

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ESTABLISHED 1870 INCORPORATED 1907

REFRIGERATORS, COLD STORAGE ROOMS,
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JOHN AND LIVINGSTON STS.,
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UP-TO-DATE
OUTFITS
OUR
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WRITE
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NEW
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AND
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CABLE ADDRESS
AHRENS
AS C. SCHMIDT
CODES USED

NEW YORK MARKET PRICES

LIVE CATTLE.

Good to fair native steers	.....\$5.95@6.90
Poor to fair native steers	.....4.50@5.75
Oxen and stags	.....3.50@5.75
Bulls and dry cows	.....2.70@5.25
Good to choice native steers one year ago	5.60@6.80

LIVE CALVES.

Live veal calves, prime, per 100 lbs.	.....10.75@11.00
Live veal calves, fair to good, per 100 lbs.	9.50@10.50
Live veal calves, com. to med., per 100 lbs.	7.00@9.00
Live veal calves, culls, per 100 lbs.	5.00@6.50
Live calves, barnyards	.....3.50@4.75
Live calves, western, per 100 lbs.	4.00@5.50
Live calves, fed, per 100 lbs.	—@—

LIVE SHEEP AND LAMBS.

Live lambs, common to prime, per 100 lbs.	7.75@9.12
Live lambs, culls	.....6.00@7.25
Live yearlings, per 100 lbs.	7.00@8.00
Live sheep, common to prime, per 100 lbs.	4.50@6.25
Live sheep, culls	.....3.00@4.25

LIVE HOGS.

Hogs, heavy	.....9.40@9.50
Hogs, medium	.....@9.35
Hogs, 140 lbs.	.....@9.35
Pigs	.....@9.50
Rough	.....8.40@8.50

DRESSED BEEF.

CITY DRESSED.

Choice native heavy	.....10 @10½
Choice native light	.....9½@10
Common to fair native	.....8½@9½

WESTERN DRESSED BEEF.

Choice native heavy	.....10 @10½
Choice native light	.....9½@10
Native, common to fair	.....8½@9
Choice Western, heavy	.....nom
Choice Western, light	.....nom
Common to fair Texas	.....nom
Good to choice heifers	.....8 @8½
Common to fair heifers	.....7½@8
Choice cows	.....8 @8½
Common to fair cows	.....@7½
Common to fair oxen and stags	.....7 @7½
Fleshy bologna bulls	.....7 @8

BEEF CUTS.

No. 1 ribs, 14c. per lb.; No. 2 ribs, 12c. per lb.	
No. 3 ribs, 10c. per lb.; No. 1 loins, 16c. per lb.	
No. 2 loins, 12½c. to 15c. per lb.; No. 3 loins, 11c. per lb.	
No. 1 chucks, 9c. per lb.; No. 2 chucks, 8c. per lb.	
No. 3 chucks, 7½c. per lb.; No. 1 rounds, 9c. per lb.	
No. 2 rounds, 8½c. per lb.; No. 3 rounds, 8c. per lb.	

DRESSED CALVES.

Veals, city dressed, prime, per lb.	.....13½@16½
Veals, good to choice, per lb.	.....12½@15½
Western calves, choice	.....13 @15
Western calves, fair to good	.....11 @14
Western calves, common	.....9 @10

DRESSED HOGS.

Hogs, heavy	.....@12
Hogs, 150 lbs.	.....@12½
Hogs, 160 lbs.	.....@12½
Hogs, 140 lbs.	.....12½@12¾
Pigs	.....@12¾

DRESSED SHEEP AND LAMBS.

Spring lambs, choice, per lb.	.....13 @16
Spring lambs, good	.....12 @15
Sheep, choice	.....11 @12½
Sheep, medium to good	.....10 @11½
Sheep, culls	.....9 @10

PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs., avg.	.....@15
Smoked hams, 12 to 14 lbs.	.....@15
Smoked hams, heavy, 14 to 16 lbs. avg.	.....@15
Smoked picnics, light	.....11½@12
Smoked picnics, heavy	.....11½@12
Smoked shoulders	.....@13
Smoked bacon, boneless	.....17 @18
Smoked bacon (rib in)	.....@16
Dried beef sets	.....@17½
Smoked beef tongue, per lb.	.....18 @19
Pickled bellies, heavy	.....13 @13½

FRESH PORK CUTS.

Fresh pork loins, city	.....13½@14
Fresh pork loins, Western	.....@14
Shoulders, city	.....@13
Shoulders, Western	.....11½@12
Butts, regular	.....@13
Butts, boneless	.....@13½
Fresh hams, city	.....@14
Fresh hams, Western	.....14½@15

BONES, HOOF AND HORNS.

Round shin bones, avg. 50@65 lbs. cut.	.....@80.00
Flat shin bones, avg. 40@50 lbs. cut, per 100 bones, per 2,000 lbs.	.....@60.00
Hoofs, black, per ton	.....@29.00
Thigh bones, avg. 90@95 lbs. cut, per 100 bones, per 2,000 lbs.	.....@95.00
Horns, 7½ oz. and over, steers, first quality, per ton	.....@260.00

BUTCHERS' SUNDRIES.

Fresh steer tongues	.....80 @90c. a piece
Fresh cow tongues	.....50 @90c. a piece
Calves' heads, scalded	.....30 @40c. a piece
Sweetbreads, veal	.....25 @75c. a pair
Sweetbreads, beef	.....18 @25c. a pound
Calves' livers	.....25 @50c. a piece
Beef kidneys	.....7 @12c. a piece
Mutton kidneys	.....1½ @3c. a piece
Livers, beef	.....5 @6c. a pound
Oxtails	.....6 @7c. a piece
Hearts, beef	.....@15c. a piece
Rolls, beef	.....10 @12c. a pound
Tenderloin beef, Western	.....15 @25c. a pound
Lambs' fries	.....6 @10c. a pair

BUTCHERS' FAT.

Ordinary shop fat	.....@3½
Suet, fresh and heavy	.....@6
Shop bones, per cwt.	.....20 @25

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle	.....@39
Sheep, imp., wide, per kg. 50 bundles	.....@45
Sheep, imp., medium, per bundle	.....@40
Sheep, imp., per bundle	.....@44
Sheep, imp., Russian Kings@—
Sheep, domestic, wide, per bundle	.....@70
Sheep, domestic, medium, per bundle	.....@59
Sheep, domestic, narrow med., per bundle	.....@25
Hog, American, wide, free of salt, tea or bbis., per lb., f. o. b. New York	.....@55
Hog, extra narrow selected, per lb.	.....@60
Hog, in kegs, 1 cent over bbis. or tea@—
Beef, rounds, per set, f. o. b. Chicago	.....@16½
Export rounds, per set, f. o. b. New York	.....@22
Beef rounds, per lb.	.....@4½
Beef, bungs, piece, f. o. b. New York	.....@16½
Beef, bungs, per lb.	.....@12½
Beef, middles, per set, f. o. b. New York	.....@76
Beef, middles, per set, f. o. b. Chicago	.....@74
Beef, middles, per lb.	.....@13
Beef, weasands, per 1,000, No. 1a	.....@7
Beef, weasands, per 1,000, No. 2a	.....@5

SPICES.

	Whole.	Ground.
Pepper, Sing., white	15	17
Pepper, Sing., black	9	11
Pepper, Penang, white	14	16
Pepper, red Zanzibar	14	17
Pepper, shot	10	—
Allspice	6	8½
Coriander	4	6
Cloves	14	17
Mace	48	53

SALTPETRE.

Crude	.....4½@4½
Refined—Granulated	.....5 @5½
Crystals	.....5½@6½
Powdered	.....5½@5½

GREEN CALFSKINS.

No. 1 skins	.....@.34
No. 2 skins	.....@.32
No. 3 or branded	.....@.13
No. 1 B. M. skins	.....@.22
No. 2 B. M. skins	.....@.30
No. 1, 12½-14	.....@2.00
No. 2, 12½-14	.....@2.35
No. 1 B. M., 12½-14	.....@2.35
No. 2 B. M., 12½-14	.....@2.10
No. 1 kips, 14-18	.....@2.35
No. 2 kips, 14-18	.....@2.00
No. 1 B. M. kips	.....@2.00
No. 2 B. M. kips	.....@2.35
No. 1, heavy kips, 18 and over	.....@2.00
No. 2, heavy kips, 18 and over	.....@2.35
Branded kips	.....@2.00
Branded skins	.....@.17

Heavy branded kips	.....@2.35
Ticky skins	.....@.17
Ticky kips	.....@2.00
Heavy ticky kips	.....@2.35
No. 3 skins	.....@.13

DRESSED POULTRY.

DRY PACKED.

Turkeys—	
Western, scalded, selected	.....24 @25
Western, scalded, fair to good	.....22 @23
Western, dry-pkd., selec., 7½ hens and toms	.....24 @25
Southern, dry-pkd., avg. best	.....22½@23
Southern, scalded, avg. best	.....22 @23
Broilers—	
Phila., fancy, 4 lbs. to pr. and under, per lb.	.....28 @30
Western, dry-pkd., fancy, milk fed, fresh	.....24 @26
Michigan, scalded, avg. best	.....19 @20
Chickens, Roasting—	
Phila., fancy, 9 lbs. and over to pr. per lb.	.....@25
Western, dry-pkd., milk fed, 8 lbs. and over, to pr.	.....22 @23
Ohio and Michigan, fancy, 8 lbs. and over, to pr.	.....19 @20
Fowls—	
Western, boxes, 48 lbs. to doz.	.....@18
Western, barrels, dry-picked, heavy	.....@17½
Western, scalded, fancy	.....@17½
Other Poultry—	
Old cocks, per lb.	.....@14
Ducks, Western, fancy	.....20 @21
Geese, western, fancy	.....@14
Squabs, prime, white, 10 lbs. to doz.	.....@5.75
Squabs, poor dark, per doz.@2.00
Guineas, 3 lbs. and over to pair@1.00

GAME.

Wild ducks, per pair00@3.00
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LIVE POULTRY.

Spring chickens, per lb.16½@17½
Fowls, per lb.19 @20
Old and young roosters13 @14
Turkeys, prime, well grown	.....18 @20
Ducks, per lb.	.....16 @20
Geese, western	.....@15
Guinea Fowls, per pair	.....@50
Pigeons, per pair	.....@30

BUTTER.

Creamery, Specials	.....@28½
Creamery, Extras	.....@27½
Process, Specials	.....@26½
Process, Extras	.....@26

EGGS.

Fresh Gathered Extras	.....28 @29
Fresh Gathered Firsts	.....26 @26½
Refrigerator firsts	.....22½@23

FERTILIZER MARKETS.

BASIS, NEW YORK DELIVERY.

Bone meal, steamed, per ton	.....@23.00
Bone meal, raw, per ton	.....@25.50
Hoof meal, per unit, Chicago	.....@2.80
Dried blood, West, high grade, fine, c. a. f. N. Y.	.....@3.20
Nitrate of soda—spot	.....@2.10
Bone black, discard, sugar house del.	.....20.00 @25.00
Dried blood, N. Y., 15@18 per cent ammonia	.....@2.97½
Tankage, 11 and 15 p. c., f. o. b. Chicago	2.65 and 10c.
Garbage tankage, f. o. b. New York	8.00 @9.00
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, New York	3.05 and 10c.
Wet, acidulated, 6 p. c. ammonia per ton, f. o. b. factory	2.35 and 35c.
Sulphate ammonia gas, for shipment, per 100 lbs.	.....@2.67½
Sulphate ammonia gas, per 100 lbs., spot	.....@2.65
Sulphate ammonia bone, per 100 lbs.	.....@2.65
So. Carolina phosphate rock, ground, per 2,000 lbs., f. o. b. Charleston	6.50 @7.75
So. Carolina phosphate rock, undried, f. o. b. Ashley River, per 2,240 lbs.	3.50 @3.75
The same, dried	3.75 @4.00

POTASHES, ACCORDING TO QUALITY.

Kainit, shipment, per 2,240 lbs.	8.50 @9.50
Kainit, ex-store, in bulk	9.00 @10.05
Kieserit, future shipment	7.00 @7.25
Muriate potash, 80 p. c., ex-store	1.05 @2.05
Muriate potash, 80 p. c., future shipment	1.00 @2.00
Double manure salt (40@49 p. c., less than 2½ p. c. chloride) to arrive per lb. basis 43 p. c.	1.15½@1.30
Sulphate potash, to arrive (basis 80 p. c.)	2.15½@2.37
S. Carolina phosphate rock, ground, per 2,000 lbs., f. o. b. Charleston	6.50 @7.75
Sylvinit, 24 to 36 p. c., per unit, S. P.	.30 @.40

